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REFRIGERATION

NEWS

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Trade Mark Registered U. S. Patent Office. Copyright, 1942, by Business News Publishing Co.Finished Copper  
Product Can Be  
Sold By JobberM-9-A Amendment On  
Non-Priority Sales  
Finally Interpreted

WASHINGTON, D. C.—An interpretation of Order M-9-a relating to deliveries of copper and copper products from warehouses issued Feb. 19 by the Director of Industry Operations makes clear that the Order applies only to brass and copper warehouses as defined in Order M-9-a, and deliveries of completed copper products designed for the ultimate consumer are not included in the prohibitions of the Order.

Previously, the Division of Industry Operations had seemed inclined to interpret the Feb. 6 amendment to M-9-a to restrict the sale of finished copper and copper alloy products (such as valves and fittings in the refrigeration industry) from the shelves of refrigeration supply jobbers, unless the order carried an A-10 or better rating. The interpretation just made last week opens up the sale of finished products. Text of the interpretation follows:

"The following official interpretation is hereby issued by the Director of Industry Operations with respect to Section 933.2, General Preference Order M-9-a, as amended Feb. 6, 1942:

"General Preference Order No. M-9-a, paragraph (d) as amended Feb. 6, 1942, reads as follows:

"Deliveries by all others except Refiners. Except as otherwise specifically authorized by the Director, (Concluded on Page 12, Column 5)

Navy 'E' Award Is  
Presented Mueller  
Brass at Ceremony

PORT HURON, Mich.—The coveted Navy "E" pennant, symbolic of outstanding performance in the production of naval ordnance material, was awarded to Mueller Brass Co. in ceremonies here Feb. 12 attended by more than 2,500 persons, including shop employees, naval officials, company officials, and some 150 specially invited guests.

Speaking from a specially constructed platform in the big tube mill warehouse of the company, Capt. E. A. Lofquist of the Ninth Naval District, who presented the award on behalf of the Navy, paid high tribute to Mueller plant workers for the achievements, and declared that the honor signaled "not an end, but a beginning!"

"Here at Mueller Brass you have taken the first step on this successful journey toward liberation and (Concluded on Page 12, Column 2)

WPB Officials Express  
'Desire' To Aid Repairs

WASHINGTON, D. C.—The War Production Board is anxious to provide vital materials for repair and maintenance, but can give no assurance on such items as copper pipes, brass valves, tin, nickel, iron and steel, chemicals, aluminum, monel metal, stainless steel, zinc pigments, shellac, glue, etc., which normally are used in industrial operations, officials said last week in "unofficial statements."

Use of such materials will be kept (Concluded on Page 12, Column 2)

## Who Will Get Tires &amp; Autos?

Trucks Used In Service  
Work Rate Tires, But  
Not Passenger Cars

DETROIT—Refrigeration service and maintenance firms that operate their own trucks apparently can get tires (when those they have are worn to shreds) under the tire rationing program, but individual service men using passenger cars don't seem to be in line for any new rubber, according to reports on the tire rationing program gathered by AIR CONDITIONING & REFRIGERATION NEWS from various parts of the country in the past week.

All direct reports on the status of the service man operating a passenger car on his calls were to the effect of "nothing doing." Said the manager of one large service company, all of whose men drive their own cars:

"Our local board told us 'Don't even bother to fill out an application.' However, he did say that it was possible that we might be high on the list of those that can get re-treads."

One curbstone opinion was to the effect that if the company rather than the individual service man owned the cars, it might make a difference in the rationing board's consideration of an application.

Some associations of service men are preparing to make a test case in the matter of passenger cars before local boards.

However, one official announcement on the Tire Rationing Regulations states that "One must apply for modification in the eligible list to Leon Henderson, Office of Price Administration, Washington, D. C." A special unit has been established in the OPA to make interpretations of the regulations.

Milwaukee Board Man  
Finds Service 'Essential'

MILWAUKEE — Transportation worries of many refrigeration service men looking to increased longevity of refrigerators to increase service volume in the future were eased here when Local Board 40-A, tire rationing office for Milwaukee and suburbs, ruled that refrigeration service work entitled the Real Refrigerator Service here to three new tires for one service man's truck.

Albert Reinhart, manager of the company, which is franchised with several lines of major appliances in Milwaukee, submitted that refrigeration service bears largely upon the health values of foods in the home, and consequently the trucks carrying service men and parts were entitled to tires as well as ambulances, public carriers, etc. Mr. Reinhart received a certificate for the purchase after a short consideration.

"The upkeep of electric refrigerators in the home and commercial refrigeration bearing upon meats, vegetables, frozen foods, and general food storage is as important as supplying men in the front lines," an official stated.

Texans Say Autos Were  
Used Under Truck Laws

DALLAS, Tex.—While definite information on the refrigeration service man's tire priority status is lacking at present, a Dallas operator using both trucks and automobiles has discovered that the refrigeration man's truck is on the priorities list, but the passenger car is excluded.

With most service men using cars as transportation in their work, the (Concluded on Page 12, Column 1)

Some Servicemen and  
Salesmen May Be  
Permitted Autos

WASHINGTON, D. C.—If upkeep of refrigeration equipment is classified among "essential construction, maintenance, and repair services," refrigeration service men may possibly be eligible to buy new automobiles under rationing regulations announced Feb. 21 by the Office of Price Administration.

"Traveling salesmen handling essential supplies" also are given preferred status under the rationing program, and it is possible that refrigeration equipment salesmen might qualify for ranking in this group.

However, no one will be permitted to buy a new car unless his local rationing board decides his present car is not adequate for the duties he performs. Applicants must prove their needs for a new car in the light of conditions peculiar to their communities; and, needless to say, the supply of new cars will not be nearly sufficient to cover all "eligibles."

Rationing is effective March 2, with approximately 140,000 new cars available between then and May 31, and 340,000 for the whole of 1942.

Niagara Dealers Ask  
Aid For Servicemen

BUFFALO—A request that electric refrigeration and household appliance men be permitted to secure replacement tires in order that they may continue to serve householders in the Buffalo area has been sent to Leon Henderson in Washington by R. W. Mitchell, president of the Electric Association of the Niagara Frontier.

"A serious problem" will arise in the homes of many workers in war production plants unless these repair calls can be made, said Mr. Mitchell. "If these men cannot get replacement tires for their cars they will have to give up their jobs as service men which would further aggravate (Concluded on Page 12, Column 1)

D. Norris Benedict Is  
New Frick President

WAYNESBORO, Pa.—D. Norris Benedict has been appointed president of the Frick Co., succeeding Ezra Frick, who died Feb. 2.

Mr. Benedict, who is also general manager, thereby becomes the sixth president of this manufacturing and contracting organization, which was established in 1853 and which specializes in refrigerating, air conditioning, and ice making equipment, also farm and portable saw mill machinery.

Mr. Benedict has been associated with the firm since 1902. He is also president of the Knickerbocker Stamping Co., a subsidiary at Parkersburg, W. Va.

Howard Barber Named  
For Post With WPB

WASHINGTON, D. C.—Howard B. Barber, formerly head of the refrigeration department of Montgomery Ward & Co., Chicago, has been named a commodity procurement specialist on refrigeration equipment in the Division of Purchases of the War Production Board. He will advise the various government agencies in the procurement of refrigeration equipment.

Refrigerator Retailers Cannot  
Get Units To Fill Out QuotasHeads 'Combine' Freezing Order Interpreted;  
Maury Says No Ban  
Put On Parts Making

H. G. LITTLE

Combine Advertising  
Departments of  
Nash-Kelvinator

DETROIT—H. G. Little, Nash advertising director, will head the Department of Advertising and Public Relations, newly combined advertising and sales promotion department serving the Nash Motors and Kelvinator divisions, it was reported by F. R. Pierce, vice president in charge of sales of the Nash-Kelvinator Corp.

C. J. Coward, with a background of many years in every phase of advertising and merchandising of durable goods, and director of advertising for the Kelvinator division has been named associate director of advertising.

"We have had this merging under consideration for a long time, and the present situation provides us with a good opportunity to make the move," Mr. Pierce stated. "We are convinced that both divisions will benefit by combining the personnel of the two departments into a single unit."

Henderson Requests  
Radio Price Boosts  
Be Cancelled

WASHINGTON, D. C.—Immediate cancellation of recent substantial increases in wholesale and retail prices of radio receiving sets and radio phonographs was requested last week by Price Administrator Leon Henderson in a sharply worded telegram directed to all wholesale and retail outlets.

The price advances, which followed official indication by the War Production Board that most civilian radio production soon would be discontinued, were characterized in Mr. Henderson's wire as "inflationary and unfair because maximum manufacturers' prices were set by this office on Feb. 9."

"I am requesting," the message added, "the immediate withdrawal of any retail or wholesale increases on your radio receivers and phonographs which have been made since Feb. 10 and the immediate re-establishment of retail and wholesale prices and discounts in effect on Feb. 10."

Copies of the telegram were sent to wholesale and retail groups.

WASHINGTON, D. C.—Retail sales of new household mechanical refrigerators may be made only from stocks that were on hand at 10 a.m. (eastern war time) Saturday, Feb. 14, or that were actually in transit to retailers at that hour.

This interpretation of Supplementary General Limitation Order L-5-B, which froze manufacturers' and distributors' stocks of new refrigerators as of Feb. 14, was issued by the War Production Board early last week to clear up questions raised by retailers.

The freeze order said retailers may sell one-twelfth of the number of new refrigerators they sold at retail in 1941 or 100 new refrigerators, whichever is greater, after which their remaining stocks automatically will be frozen.

Under the interpretation, this means that a retailer can make the sales permitted only if he had the stocks on hand or in transit to him at the hour the freeze became effective. If, for example, he had only 40 refrigerators on hand or in transit at that time, he cannot obtain an additional 60 from a distributor or manufacturer in order to make 100 sales.

Says the official interpretation:

"No person is authorized to sell, lease, trade, deliver, ship, or transfer any new domestic mechanical refrigerators pursuant to a retail sale under the provisions of subparagraph (a) (1) of General Limitation Order L-5-b which were received by him after 10 a.m. (eastern war time) Feb. 14, except such new refrigerators as were actually in transit to him at that time."

One announcement from the government declared that refrigerator manufacturers in the period until April 30 will be allowed to make three times as many refrigerators as are allowed under the existing production quota, or something like 489,000 units. This would form a pool for military and "highly essential" civilian needs.

It is intended that the refrigerators to be produced should be made from materials now in inventories, but Jesse L. Maury, chief of the electrical appliances and consumers' durable goods branch of WPB, said that relief might be granted in cases where only a small amount of scarce materials was required to balance inventories.

Mr. Maury was said to have stated that no restrictions would be placed on the manufacture of spare parts to keep refrigerators now in use in good running order, but no statement was made as to how manufacturers would get priority assistance necessary to acquire materials for such purposes.

Records and reports of refrigerators held in stock must be made, according to the terms of the original freezing order, which states:

"(1) Every person who has any (Concluded on Page 12, Column 2)

Moehlenpah To Direct  
'Frostrade' Business

DETROIT — Walter Moehlenpah has been named manager of the new Weltronic Corp. Frostrade Division, which is scheduled to produce and market "Frostrade" industrial refrigerating units designed for use in combination with resistance welding equipment, C. J. Collom, general manager of the corporation, revealed.

Mr. Moehlenpah was formerly an air conditioning and refrigeration engineer with Milwaukee Railroad.



## Monthly 'Check-Up' Service May Be Commercial 'Life Saver'

'Inspection Plan' Similar To One Used By Tire Dealers Seen as Way To Keep 'Customer List' Active

CHICAGO—An "inspection plan" service, modeled along lines used by tire service companies to insure regular contacts with customers, following the recent rubber rationing order, has been suggested by M. W. Knight, assistant to the president, Peerless of America, Inc., as one method which refrigeration men might use to build up their maintenance business in the face of ever-increasing shortages of new equipment.

For example, the "extra mileage" plan recently put into effect by one large tire manufacturer calls for the automobile users to bring his car to the service station for thorough inspection and registration, without obligation or cost. Registered patrons are then furnished with a windshield sticker which identifies their car for "preferred attention" as to tires, battery, and spark plugs on all future calls.

Patrons also are furnished with copies of a booklet filled with suggestions on how to lengthen tire service and keep their cars operating longer and more economically. Nub of the plan, however, is a regular monthly bumper-to-bumper check-up, made at approximately the same time each month, on a definite schedule. Post-card reminder is sent several days in advance of the monthly "appointment," so that the customer can make arrangements to bring his car in for inspection.

The inspection service covers examination of tires, battery, spark plugs, and brakes, check-up on the car's lubricating system, wheel alignment and balance, ignition, lights, etc. A complete monthly report of the car's condition is furnished the patron, together with recommendations as to how its performance can be improved. No new parts are added or other maintenance work done, however, without express authorization from the customer. The routine monthly service check-up is made without charge.

Adapting such a "maintenance plan" to their own business, commercial refrigeration service men can enlist the butchers, bakers, and grocers in their territories on a monthly basis, perhaps at a flat-rate charge, Mr. Knight suggests. They can explain to such customers that by registering for a regular inspection service, they can be given a "priority" on protection of their present equipment.

Importance of such a service can be emphasized by pointing out to prospective patrons that their present equipment must be made to last for the duration, since it is unlikely that any considerable amount of this equipment will be available for large-scale replacement of existing installations.

### 'Twice-a-Year' Plan Brings 'Extra' Jobs To Dallas Dealer

DALLAS, Tex.—A profitable year-around service and repair business on household refrigerators has been developed by Joe Hoppe, Inc. here through promotion of a flat-rate maintenance contract for regular inspection and adjustment service. Normal charge for the service is \$4 a year, enough to return a small profit—but the real advantage is found in the "extra calls" that come from customers first reached through the "inspection plan."

Under the \$4 maintenance contract, Mr. Hoppe offers a customer two calls a year by qualified service men who will clean the refrigerator, check it thoroughly for possibly needed replacements, replenish the refrigerant liquid if needed, oil and tighten the motor, and make any other minor adjustments that may be needed. Oil and refrigerant are included in the minimum charge, as

is the inspection labor. However, if extra parts are found to be needed, the owner is advised, and with his consent, they are put in, a regular labor and parts charge being made.

The contract form used by Mr. Hoppe is extremely simple. It shows an agreement by his firm to give an inspection and maintenance service to the contractee's electric refrigerator, specified by make and serial number, for a period of one year, during which two service calls will be made, with all necessary oil, refrigerant, and maintenance labor paid for under the terms of the contract which is payable, either \$4 in advance or in two payments; the first with signing of the contract; the second payment six months from date. The instrument specifically states that extra service, repairs, or parts shall be only upon order from the owner and shall be charged for at regular list prices.

#### YEAR-AROUND WORK

"The service man is my only contact with 90% of our customers," said Mr. Hoppe. "Because of that, I don't want to be changing men; when we spend time and money training a good service man who will protect both the firm and the customer, keep business for us and build more business, he is an asset to the company and I've worked out a plan to keep him with us the year around, rather than laying him off during the dull winter months, when ordinarily there isn't much service business on refrigerators."

During the winter months, Mr. Hoppe has his service men spend some time in door-to-door solicitation for new maintenance contracts. A crew will, perhaps, have only enough calls to keep them busy for three days out of the week. They will then be assigned a definite residential territory to canvass and, working in teams, go out and sell more maintenance contracts in that territory. Their salary goes on, irrespective of the business they develop, and they receive no commissions for the new business brought in.

This plan works better than stopping their salary and putting them on commission, Mr. Hoppe has decided, as with the salary stoppage, the service man—who isn't a trained salesman to begin with—loses confidence in himself, loses sales that might have been made, becomes dissatisfied and starts looking for a full-time job.

#### CARD FILE KEPT

A comprehensive card index file is kept on every customer and the service man, before making his regular maintenance call, checks the card file to ascertain what has been done in the past, or, perhaps, some note made recommending that certain repairs be made on the next trip.

"All of our men are trained to treat every call as though they were making a check-up on their own refrigerator," Mr. Hoppe asserted. "This means that they don't order or suggest the installation of parts that may not be required at that time, but they do look everything over very carefully and point out just what should be done to avoid future operating expense. This personal viewpoint gives the customer confidence in our service man, and in most cases, he depends upon his judgment about doing this or that to the refrigerator, or perhaps letting it ride along for another six months."

### 8 More Firms Add G-E Blanket Line

BRIDGEPORT, Conn.—Eight more distributors have been appointed for the General Electric automatic blanket, most of them being organizations who are already handling other G-E appliance lines, and some also distributors of radio and construction materials products. The new distributors are: G-E Supply Corp., San Francisco; South Bend Electric Co., South Bend, Ind.; Advance Electric Co., Terre Haute, Ind.; Virginian Electric, Inc., Charleston, W. Va.; W. D. Alexander Co., Atlanta; Bard, Inc., Columbus, Ohio; Air Engineers, Inc., Birmingham, Ala.; and Langdon & Hughes Electric Co., Utica, N. Y.

#### New Canadian Service Co.

CALGARY, Alberta, Canada — Paterson Radio & Refrigeration Service Co. has been opened here by Norman E. Paterson.

## Distributor-Dealer Doings

### Heads D.C. Dealers



GEORGE F. KINDLEY Of Edgar Morris Sales Co., Westinghouse distributor, is the new president of the Electric Institute of Washington, D. C.

### Virginia January Sales Higher Than In 1941

ALEXANDRIA, Va.—Apparently helped by reports of "things to come," sales of household refrigerators in Virginia Public Service Co. territory rose to 618 units during January, compared with 467 last year, and major appliance sales in general registered a gain of more than 200 units over the corresponding month of 1941.

Electric range sales reached 138 units, as against 104 last year, and 44 water heater sales were reported, compared to 32 in 1941. Washer sales totaled 420 units, and ironer sales, 29 units.

January Sales	1942	1941
Refrigerators .....	618	467
Ranges .....	138	104
Water Heaters .....	44	32

### Dallas 1941 Sales Near 13,000 Units

DALLAS, Tex.—Household refrigerator sales in the Dallas territory hit 12,880 units during 1941 for an estimated dollar volume of \$1,803,200, according to reports of dealers to Dallas Power & Light Co. Electric range sales during the year totaled 68 units, while nine water heater sales were reported.

Second in volume to refrigerators were radios, with a 1941 total of 28,527 units for an estimated volume of \$998,445.

In the commercial field, display cases and commercial refrigerators led volume with \$241,843 on sales of 290 units, but water and beverage coolers led in unit sales with 481 units, and were second in retail value with \$223,717.

	December	Year 1941
Refrigerators .....	341	12,880
Ranges .....	3	68
Water Heaters .....	0	9
Radios .....	5,135	28,527
Washers .....	192	4,449
Ironers .....	28	299
Cleaners .....	497	7,092
Dishwashers .....	2	53
Room Coolers .....	0	44
Evaporative Coolers .....	0	136
Display Cases, Etc. ....	16	290
Water, Bev. Coolers .....	23	481
Low Temp. Cabinets .....	1	58
Store Coolers .....	0	131
Evaporative Cooling (Commercial) .....	3	236

### 'Birthday' Party For Cleveland League

CLEVELAND — Thirty-second "birthday" of the Electrical League of Cleveland was celebrated with a banquet in Hotel Statler ballroom Feb. 7 attended by more than 300 league members and guests. J. E. North, beginning his twentieth year as league president, was honored with a resolution praising his "untiring efforts, vision, leadership, and enterprise" in behalf of the local electrical industry.

### Proctor Names Imhoff A Vice President

PHILADELPHIA—Roscoe E. Imhoff has been appointed vice president of Proctor Electric Co., manufacturer of household electrical appliances, announces T. W. Allen, new chairman of the company's board of directors.

Mr. Imhoff, formerly general sales manager of the Westinghouse merchandising division, has directed Proctor's sales activities since April, 1940. He was with Westinghouse for 20 years before joining Proctor.

Executive management of the company will be handled by Mr. Allen, J. W. Meyers, vice president in charge of research; Mr. Imhoff, and W. Battersby, secretary and treasurer. Proctor's president, Walter M. Schwartz, Jr., on leave of absence, is now an active flying officer in the Royal Air Force.

### McCall New Head of New Orleans Dealers

NEW ORLEANS—Austin J. McCall was elected president of the Electrical Association of New Orleans at the group's annual election last month. Otto Kaelin is the new executive vice president; S. L. Drumm, L. F. Murphy, and J. J. Friedler, vice presidents; George Segel, secretary; I. W. Tufts, treasurer; and W. E. Clement, publicity director.

### A. J. Kwitek Named Chief Of OPA Hardware Branch

WASHINGTON, D. C. — A. J. Kwitek, vice president of Hibbard, Spencer & Bartlett, has been made chief of hardware and housewares in the consumers' durable goods section of the Office of Price Administration.

Mr. Kwitek has been a supervisor of buying of all hardware lines. Prior to his 13 years with the Chicago wholesale company, he was associated with the Morley-Murphy Co., Green Bay, Wis.

### MANHATTAN FHP V-BELTS

**MORE POWER**  
Grips the grooves... stops slip—flexible construction for uniform "pull"

**LONGER WEAR**  
Endless cord construction resists internal heat and side wear.

**SILENT RUNNING**  
Smooth running and noiseless on high speed drives.

THE MANHATTAN RUBBER MFG. DIVISION  
of Raybestos-Manhattan, Inc.  
Townsend Street      Passaic, New Jersey

For 1942—most complete range of styles and sizes—12 to 71.5 cu. ft.—in the industry. New modern styling—priced for real value.

Reach-in  
**CABINETS**

Midwest  
Mfg. Company

GALESBURG, ILLINOIS

For: TRUCKS, LOCKERS, COOLERS, COUNTERS, CABINET CONVERSIONS, use:

## KOLD-HOLD PLATES

KOLD-HOLD MFG. CO.  
LANSING, MICH., U.S.A.

## Every Second OF THE DAY

Triple inspection, at the machine, at the bench and during selective fitting means that every second of the day someone in the Tecumseh plant is checking and rechecking Chieftain parts to give you the finest precision built refrigeration units made.

**TECUMSEH PRODUCTS CO. TECUMSEH MICHIGAN**

# Chieftain



## Priority Assistance Granted For Repairs To Farm Equipment

WASHINGTON, D. C.—Priority assistance for the repair and maintenance of agricultural machinery in the hands of American farmers has been made available by an amendment to the Repair and Maintenance Order, issued by the Division of Industry Operations of the War Production Board.

A farmer who repairs his machines himself, or the repair man who does it for him, may now use an A-10 rating on his orders for necessary materials, from nuts and bolts to major repair parts. The rating may be applied by "any person located in the United States, its territories and possessions, using tools or equipment to repair or maintain agricultural machinery."

The rating may not be used, however, to obtain or replace items of capital equipment, nor is there any guarantee that the A-10 rating will be sufficient to secure delivery of all types of repair supplies containing scarce materials.

Use of the rating assigned by the amendment to Preference Rating Order P-100 is subject to the restrictions of the order, and of Priorities Regulation No. 1.

## Drug Store's 'Walk-In' Beverage Cooler Triples Sales

ST. LOUIS—Installation of the first walk-in beverage cooler designed for public use to be built in the St. Louis area in the Katz self-service drug store, has proven that refrigerated drinks sell three to one over uncooled ones, Wyman Metz, store manager, has discovered.

Done completely in bleached walnut, the walk-in cooler features a thick plate glass window 1 ft. by 6 ft. allowing customers to look inside where a total of 100 cases of beer, ale, and soft drinks are always kept drinkable at 40°. An added service is the wine section, displaying 14 varieties of wine kept chilled and ready-to-serve.

The 7 ft. x 4 ft. door leading into the cooler is counterbalanced with special springs to facilitate opening and shutting and has a safety handle.

Bottled goods stored in the walk-in cooler are shown both in single-bottle display and in full cases, the latter occupying the first three shelves from the floor. It is lined with galvanized metal and equipped with a Forslund gun cooler refrigerating unit which automatically keeps interior temperature at 40°. A 2½-ton compressor located behind the cooler arrangement is scheduled to run from eight to ten hours daily.

Mr. Metz explained that beverages are correctly chilled in two hours and moved to the top shelf to make way for new merchandise.

## Gilmer Reports 1941 Net of \$225,077

PHILADELPHIA—L. H. Gilmer Co. for the year 1941 reports net income of \$225,077, equal to \$2.72 each on 82,824 shares of common stock, as compared with \$105,030, or \$1.27 a share, in the previous year. Net sales in 1941 were \$2,654,855, against \$1,506,771 in 1940.

## Salesman Sells Farmers 150 Home Storage Units

WEST MEMPHIS, Ark.—Richard Weis, head of the Weis Butane Gas Co., sold 150 Deepfreeze home storage units during 1941 to rural families already using commercial locker plant service for storing home-killed meats.

After a customer kills a calf or pig and takes it to the large locker plant, he only visits it once a week, using his home storage unit to hold his family's requirements for the week, saving both time and extra trips to town.

## Knoxville City Power Board Maps Clinic on Dealers' Wartime Plans

KNOXVILLE, Tenn.—A clinic for electrical appliance merchandisers, at which wartime problems will be discussed, will be held here in the near future, it was decided at a recent retailers' meeting called by the City Power Board. Manufacturers' representatives will be asked to attend the meeting and take part in the discussions.

Clyde Carpenter, sales manager of the Power Board, function of which is to cooperate with retailers in promoting appliance business, believes that dealers can expect to sell electric ranges and water heaters. In his opinion, however, low-terms promotion should be sidetracked in favor of greater emphasis on benefits resulting from using these appliances.

Despite the fact that the supply of appliances will be smaller, selling will not be as easy as in the past, Mr. Carpenter believes, due both to increased taxes and diversion of in-

come to other purposes. "Appliances this year will have to be sold on their merits—economy, food results, and savings, rather than on a 'low down-payment' basis," he says.

In the post-war period, the new dams constructed in this section will mean an abundance of low-cost power for consumer use, and consequently a greater market than ever for appliances, Mr. Carpenter asserts. Because of this, he says, dealers need not only to look to the immediate present with its problems, but also to build for the future.

Members of the Knoxville Retail Furniture Dealers' Association already are carrying out the suggestions as to sales emphasis advocated for all appliance dealers. In the association's program, which includes daily radio talks and cooperative newspaper campaigns, emphasis is placed on the use of products rather than on terms of sale.

## Subcontracts May Follow 'Hollywood' Casting Technique From Central Office

NEW YORK CITY—A vast "casting office" arrangement by which subcontracts on war production would be assigned throughout the United States, in much the same manner that motion picture producers select their actors and actresses, is being organized by the War Production Board at the suggestion of the National Association of Manufacturers, according to Walter L. Weisenburger, executive vice president of NAM.

Under this system, prime contractors would file with the WPB specifications each week on whatever work they wished to subcontract or believed could be subcontracted. WPB would classify the work according to a simplified code, copies of which would be made available weekly to as large a list of subcontractors as possible. By referring to a master translation, it would be

relatively simple for the subcontractor to run over the coded data and indicate whether or not he could make the required items. If he could, he would be put in touch with the prime contractor, who would then send an engineer authorized to negotiate the subcontract.

Industry's major problem now is the necessity for immediate conversion to war production, Mr. Weisenburger said, and the "casting office" plan would facilitate this to a considerable degree.

There is not the least reluctance on the part of industry to turn over its output to war products, he asserted, but conversion to war production now is not a matter of willingness so much as one of practical engineering. Major problem for most manufacturers, he contended, is what to convert to. The "casting office" plan will do much to meet this problem.



**A Salute..**  
**BY THE NAVY!**

**WE ARE HONORED . . .** The United States Navy has honored our company and employees by awarding us the right to fly the Bureau of Ordnance Flag and the Navy "E" Pennant for excellence and timely performance of Navy contracts. We are keenly aware of the significance of this recognition and deeply appreciate the rare and signal honor which has been extended to us.

The Secretary of the Navy, Frank Knox, recently said "in the present defense program we've asked for miracles of industrial production and, what's more, we're getting them." The workers of the Mueller Brass Co., who have executed naval munitions contracts for the past 20 or 25 years, have now pledged themselves to continue their unceasing "all-out" efforts to help achieve the American "miracles of industrial production" which are so essential to the ultimate victory of our armed forces.

The men and women of this plant, who, a few short weeks ago were busily engaged in the manufacture of Valves and Fittings for Mechanical Refrigeration, and a host of other brass and copper products, are now devoting their full time, 24 hours a day, 7 days a week, to the production of Army and Navy requirements.

As Americans, this is now our first and most essential job and in it—WE MUST NOT FAIL.

**MUELLER BRASS CO.**  
PORT HURON, MICHIGAN



## Priorities Information

### Form PD-1A; Use It Where Other Priority Aid Isn't Available

*It Is an Application For a Preference Rating On Needed Supplies; Must Be Filed Correctly*

DETROIT—Now being made available to the American business man as fast as printers can print them is a new priorities form PD-1A.

Purpose of this form is to provide a preference rating (at the discretion of War Production Board officials) to business men who cannot get adequate priority assistance

through any of the other Priority Orders.

Thus, it will apply to the refrigeration industry, which has virtually no chance of getting a preference rating through any other type of Priority Order.

Consult your local WPB (formerly OPM) office about where to get these

forms and how to use them.

The important part of the forms are reproduced on the adjoining columns. Note the instructions well. Where should the refrigeration dealers or contractor use this form? He should use it on nearly every job that he does, especially where repair or replacement work is involved.

For example, suppose you find a burned out motor on a refrigeration compressor in a retail meat store. Have the customer fill out the form PD-1A and send it to Washington to get a preference rating to get a new one.

Take the case of a user of a household electric refrigerator with a control that won't function. The PD-1A is the proper form to use in such cases.

If you don't start using these PD-1A forms there will soon be no refrigeration parts or supplies available even for repair and replacement parts. Unless the supplier gets some sort of a preference rating, he can't get any more of the material from the manufacturer, who can't get materials to make any more products unless he can accumulate such preference ratings.

Form PD-1A is not to be used where government contracts are involved. Form PD-3A (which may be obtained from Army and Navy Contracting and Inspecting Officers) must be used instead of Form PD-1A for assignment of ratings for Army and Navy contracts and contracts of other direct Government agencies.

There is one major point that has not been clearly interpreted concerning the filing of the form PD-1A. That is the question of whether or not the application must be filled out by the ultimate user of the product, or whether it should be filled out by the individual or firm who is acting

The Form PD-1A is so new that some questions about it are still unanswered. If you intend to use it, take some time to visit your nearest War Production Board office for any help they may be able to give you on it. The NEWS hopes soon to carry more information about the proper use of this form by refrigeration firms.

as the contractor or producer. In the PD-1 form, which the PD-1A form supplants, it was necessary for the ultimate user to make the application.

The form PD-1A may be used also to obtain "material that within the limitations of Priorities Regulation No. 3, will restore inventory to a practicable working minimum." This would seem to permit its use by refrigeration service firms for the purposes of maintaining a reasonable inventory of needed materials and tools.

These forms are processed in Washington only. They must be filled out and sent to the Director of Industry Operations (PD-1A), Washington, D. C.

There is no assurance that a high or even a good preference rating will be granted. If a preference rating is granted, it will be so designated on the bottom of one of the form sheets sent in by you. When the form is returned to you, look for the preference rating on the bottom.

The person to whom the rating certificate is issued keeps it, and extends it to each supplier (who in turn extends it likewise) by endorsing it in the manner prescribed on his purchase order or other equivalent document (itemized order or bill of sale would probably do).

The Director of Industry Operations last week warned those who use the Form PD-1A that applications cannot be considered unless they are properly signed at the bottom of the first page of the copy marked "duplicate," and not in the space marked "certification" on the back of the sheet.

Some confusion has arisen because the general instructions which accompany the form instruct applicants to "execute the certification on the duplicate copy." (The reverse side of the "duplicate" sheet contains a form of certification which is to be used in endorsements on purchase orders of applicants to whom a rating has been assigned on the PD-1A form.) Many applicants have been signing this simple certification instead of signing their applications in the proper place on the front side of this sheet.

Applications should be signed in the space immediately below the (Concluded on Page 5, Column 1)

*Here Are the Instructions; Follow Them Carefully, Answer Questions Completely*

#### WAR PRODUCTION BOARD DIVISION OF INDUSTRY OPERATIONS WASHINGTON, D. C.

#### INSTRUCTIONS FOR PREPARATION OF APPLICATION FOR PREFERENCE RATING (FORM PD-1A)

**GENERAL INSTRUCTIONS**—Fill out in triplicate and execute the Certification on the duplicate copy. Retain the triplicate copy and this Instruction Sheet, and send all other copies to the Director of Industry Operations (PD-1A), Washington, D. C.

A separate application must be made for each class of Material (or Capital Equipment) commonly supplied by a single plant and for each Product or each use for which such Material (or Capital Equipment) is required. Form PD-1A may not be used to apply for a Preference Rating on requirements for plant expansion or plant construction, nor may it be used when adequate priority assistance is available under Priority Orders. Application forms for plant expansion or plant construction projects (Form PD-200) may be obtained from the Director of Industry Operations, Washington, D. C., or from any Priorities Field Service Office. Form PD-3A (which may be obtained from Army and Navy Contracting and Inspecting Officers) must be used instead of Form PD-1A for assignment of ratings to Army and Navy contracts and contracts of other Government agencies specified in Priorities Regulation No. 3.

**APPLICANT** means person, firm, or corporation who has placed or intends to place order(s) for Material (or Capital Equipment) for which preference rating is requested.

**SUPPLIER** means person, firm, or corporation who has received, or will receive order(s) for which preference rating is requested.

**PRODUCT** means that which is produced from the Material (or Capital Equipment) for which rating is requested.

**MATERIAL** means raw material, semi-finished, or finished products, not including Capital Equipment.

**CAPITAL EQUIPMENT** means machinery, equipment, or other implement of production ordinarily acquired as a capital asset not for resale—e. g., machine tools.

#### Number TO BE ANSWERED ON FORM PD-1A BY ALL APPLICANTS

- Describe PRODUCT to be produced by you from the MATERIAL (or CAPITAL EQUIPMENT) for which application is made.
- Explain relationship of PRODUCT produced by you to War Program, national welfare, or Government-sponsored programs.
- If you have pending PD-1 or PD-1A application(s) for other MATERIAL required to fill the need for which this application is made, list for each such application (a) Description of MATERIAL, (b) Date of Application.
- If you are operating under any Preference Rating Order(s), "P" Series, applicable to the PRODUCT with respect to which this application is made, state ORDER NUMBER(S) and SERIAL NUMBER(S).
  - If not, have you made application for any such Preference Rating Order(s), "P" Series? (Identify.)
  - If you are operating under, or have applied for any such Preference Rating Order(s), "P" Series, explain why present application is made.
- If MATERIAL is required for a single Government contract or a single civilian order for the PRODUCT, state:
  - Name of Government agency or civilian customer.
  - Supply Arm or Bureau (if Government agency).
  - Complete Contract Number (if Government agency) or Purchase Order Number (if civilian).
  - Quantity of PRODUCT on contract or on purchase order.
  - Grade of preference rating (if any) assigned to PRODUCT on contract or on purchase order.
- If MATERIAL is required for several Government contracts or several civilian purchase orders for the PRODUCT, state:
  - Names of all Government agencies whose contracts are held.
  - Names of principal civilian customers whose purchase orders are held.
  - Grade(s) of Preference Rating (if any) assigned to PRODUCT on contract(s) or on purchase order(s).
- State with respect to each item for which Preference Rating is requested:
  - The shipping date(s) promised by SUPPLIER in the absence of a Preference Rating.
  - Names of SUPPLIERS (if any) who have refused to accept APPLICANT'S order.

#### Number TO BE ANSWERED ON FORM PD-1A ONLY BY APPLICANTS FOR PREFERENCE RATING ON CAPITAL EQUIPMENT

- State the following with respect to the department in which CAPITAL EQUIPMENT is to be used:
  - Number of men
  - Average weekly hours worked
- What percent of the total present output of the department referred to in 8a applied to Defense Orders?
- Do you have in use any equipment similar to that for which application is made?
- If so, what is the average weekly hours of use of equipment referred to in 8c?
- How do you now accomplish the work for which you require the equipment applied for?

### This Is What You Fill Out First; and on the Bottom of the Duplicate (as Here) You Sign

#### PD-1A 2/2/42 DUPLICATE APPLICATION FOR PREFERENCE RATING

TO: DIRECTOR OF INDUSTRY OPERATIONS, Washington, D. C.

Number IDENTIFY EACH STATEMENT BY NUMBER WITH CORRESPONDING NUMBER ON INSTRUCTION SHEET

The undersigned hereby certifies that he is authorized to execute this application on behalf of the Applicant; the quantities and Required Delivery Date(s) specified are not greater nor earlier than necessary for completion on time of above specified contract(s) or order(s); the facts herein set forth, or appended, are true and correct to the best of his knowledge and belief.

By..... (Legal name of applicant) (Signature and title of official) (Date)

Section 35 (A) of the United States Criminal Code 18 U. S. C. A. 80, makes it a criminal offense to make a false statement or representation to any department or agency of the United States as to any matter within its jurisdiction.

### On the Back of the Sheet Is a Place To List The Items Needed; DON'T Fill Out the Bottom Part

#### PD-1A 2/2/42 WAR PRODUCTION BOARD PREFERENCE RATING CERTIFICATE ORIGINAL (TO BE FILLED OUT BY THE APPLICANT)

SERIAL NO. ....

ISSUED TO: ..... (Name of applicant)

..... (Main office address) ..... (Receiving plant address)

ITEMS COVERED BY THIS CERTIFICATE—List for each item:

Required Delivery Date	Quantity Each Shipment	Value Each Shipment	Description

PRIORITIES REGULATION NUMBER 3 GOVERNS THE ISSUANCE OF THIS CERTIFICATE AND THE PREFERENCE RATING ASSIGNED. ALL OF ITS TERMS MUST BE OBSERVED. THE FOLLOWING INSTRUCTIONS ARE PROVIDED TO ASSIST IN EXTENSION OF PREFERENCE RATINGS:

- The Preference Rating assigned by this Certificate may be extended only to:
  - Deliveries of material which will be physically incorporated into material to be ultimately delivered to the original recipient of the Preference Rating, or to deliveries of material which itself will be ultimately delivered to the original recipient of the Preference Rating, or which will be used, within the limitations of paragraph (e) of Priorities Regulation No. 3, to restore inventory to a practicable working minimum.
  - Material which is neither greater in quantity nor to be delivered on dates earlier than required to make on schedule a rated delivery or, within the limitations of Priorities Regulation No. 3, to restore inventory to a practicable working minimum.
- The person to whom this Certificate is issued shall retain it, and he and each related Supplier and Subsupplier may extend the Preference Rating assigned herein to his purchase order(s) by executing and transmitting to his Supplier(s) by endorsement on purchase order or other equivalent document, the following form of Certification, which shall constitute a representation to the Director of Industry Operations.

(The following form of Certification is to be used when endorsing purchase order(s). Do not fill in on this Certificate.)

#### "CERTIFICATION"

"Preference Rating ..... is hereby applied pursuant to Certificate PD-1A, Serial No.(s) ..... in accordance with Priorities Regulation No. 3, with which I certify I have complied.

(Address) (Applicant, Supplier, or Subsupplier)

(Date) (Signature and title of official)

(TO BE FILLED OUT BY THE DIRECTOR OF INDUSTRY OPERATIONS)

THE FOLLOWING PREFERENCE RATING IS HEREBY ASSIGNED TO THE ITEMS IN THE QUANTITIES COVERED BY THIS CERTIFICATE:

(E.O. 9024, Jan. 16, 1942, 7 F.R. 329, E.O. 9040, Jan. 24, 1942, 7 F.R. 527; Sec. 2(a), Public No. 671, 76th Congress, Third Session as amended by Public No. 89, 77th Congress, First Session.)

Can the Quiz Kids answer this one...

WHAT'S THE BEST REFRIGERANT FOR HOUSEHOLD MACHINES? (and many types of small-tonnage commercial machines)

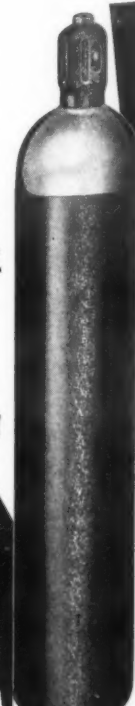
The answer is... SO<sub>2</sub> by ANSUL

WHEREVER YOU ARE, THERE'S AN ANSUL JOBBER NEAR YOU

Its own warning agent, stable and safe, perfect with lubricants, operating at low head pressures, Sulphur Dioxide is economical, universally available and plentiful.

ANSUL SULPHUR DIOXIDE each cylinder individually analyzed Manufacturers of Methyl Chloride and agents for Kinetic's "Freon-12" ANSUL CHEMICAL COMPANY MARINETTE, WISCONSIN

DO YOUR PART! The prompt return to Marinette of empty Ansul cylinders will insure speedier delivery and help save steel for vital defense needs.



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★ ★ ★  
KERO  
AIR  
VALV  
G  
Refrigerati  
make an  
SAF-T-1  
Master R  
121 Main  
280,000 M  
3 C  
HERMETIC  
FRIGIDAI  
Complete Lin  
WHITE FOR  
SERVI  
MEL



## Applications For Priority on PD-1A Forms Call For a 'Reason Why' Explanation

### Tell Why It's Essential' In Answering Question

(Concluded from Page 4, Column 3) paragraph beginning, "the undersigned hereby certifies that he is authorized to execute this application."

Those in the industry who have had experience with the PD-1A type of form have the following advice to give about its use:

"Our experience has clearly indicated that by paying very detailed attention to question No. 2 which reads as follows—'Explain relationship of product produced by you to the war program, national welfare, or government sponsored programs'—our applications for a preference rating have been successful."

"Obviously refrigeration accessories are vital to the war program inasmuch as they go into homes of defense workers, conserving food and thereby making it possible to purchase fresh fruits and vegetables, and eliminating excessive use of tin, a vital metal. Almost anyone can make quite a story under this subject—the important thing is to tell it."

Another backs this up with the following statement:

"I believe that the main thing is to relate the need for preference ratings as nearly as possible to our war efforts. If the material for which a preference rating is requested cannot be directly related to the war effort, then some supporting evidence from local authorities such as the Chamber of Commerce, Health Official, or Department of Public Safety Officials should be furnished. This supporting evidence will carry more weight if it is on an official letterhead and if it is notarized."

"The thing to bear in mind in filling out the certificate is that there is a limited supply of materials and the authorities are going to attempt to allocate them to the places where they will do the most good. If the request for priority is to get relief from an undue hardship imposed on a company or individual, supporting

evidence should also be furnished. This evidence might be in the form of financial statements, or might show excessive unemployment which could be relieved by a relatively small supply of critical material."

"We work on the theory that the officials concerned in Washington want to issue the preference rating, that it is up to us to give them sufficient information and supporting evidence to justify their giving it to us."

Says another plea for completeness:

"It is our belief that this form is really intended to be an 'inventory balancing procedure' and has been very successfully used for this purpose providing the applicant will take the time to fill in the proper information. Each question should be answered either in the form or in an attached explanation."

"We have found it eliminates delays and is of very great assistance to the Washington officials if the applicant will write a very thorough explanation and attach it to the PD-1A form."

### Firms Who Violated Aluminum Order Get Penalties

WASHINGTON, D. C.—Suspension orders were issued by the War Production Board last week against three companies which received or delivered aluminum scrap in violation of priority orders. The companies affected by the suspension orders were National Pressure Cooker Co., Eau Claire, Wis.; New England Metals Co., Providence, R. I.; and A.B.C. Pattern & Foundry Co., Chicago.

National Pressure Cooker Co. is accused of accepting delivery of 740,856 pounds of aluminum scrap between July and November, 1941, in direct violation of Supplementary Order M-1-c, since no preference rating had been assigned to such deliveries, thereby diverting aluminum from defense needs to non-essential uses. The suspension order forbids the company to receive or deliver aluminum or aluminum products for a period of two months, unless specifically authorized by the Director of Industry Operations. The company also is forbidden to process any aluminum between Feb. 20 and March 10, or to accept purchase orders for aluminum or aluminum products while the order is in effect.

New England Metals Co., which is charged with delivering approximately 555,000 pounds of aluminum scrap to National Pressure Cooker Co. between Aug. 1 and Nov. 30, in violation of priority orders, is forbidden to accept purchase orders for or deliveries of aluminum, and is also forbidden to make deliveries of aluminum for a period of two months beginning Feb. 10.

A.B.C. Pattern & Foundry Co., it is charged, accepted delivery of 17,510 pounds of aluminum scrap between July 24 and Nov. 1, without a preference rating, and also made a misrepresentation to the OPM concerning these deliveries. The company is forbidden to receive, deliver, or accept purchase orders for aluminum or aluminum products for two months, and is forbidden to process any aluminum between Feb. 20 and March 10.

Deliveries of aluminum to, or acceptances from, these companies while the suspension orders are in effect are banned except by express authorization from the Director of Industry Operations.

### Samuel Mack Gets OPA Appointment

WASHINGTON, D. C.—Appointment of Samuel C. Mack, of Chicago to the Consumer Durable Goods Section of the Office of Price Administration has been announced.

Mr. Mack comes to OPA with 20 years of service as an accountant and office manager for the Daemick Co. of Chicago, manufacturer of commercial refrigerators and store fixtures.

## Warning Is Sounded on Pitfalls In Use of Rating Order P-100

DETROIT—A word of precaution on the misinterpretations of Preference Rating Order P-100 as it applies to the refrigeration industry has been sounded by a member of the industry who has investigated carefully the official interpretations of the order.

Says his warning:

### "With the Terms of Which I Am Familiar"

"This phrase has become so commonplace in daily business usage that it could well stand a searching scrutiny. As most know, these are the last words used in applying many priorities to purchase orders—notably Order P-100. They might well be compared with other famous last words, such as 'It isn't loaded.'"

"Have no doubt about it. When you sign your name to the above preference rating statement—it is loaded. When and if the day of reckoning comes as to your authority for using the rating, you cannot add anything to alter the fact—you signed your name stating that you knew what you were signing."

"Preference Rating Order P-100 does not give priority to all sales for preservation of food—or all sales to an ice cream manufacturer or meat packer. Retail markets, hotels, and clubs have no priority. The use of this rating is extremely limited. The 'Producer' or 'Wholesale' processor of food (ice cream manufacturer, meat packer, etc.) can use the rating

on his purchase order for repair and maintenance only—and only for use on equipment within his plant. If the material is for ultimate use in an ice cream cabinet, soda fountain, or retail market, the fact that a 'Producer' purchased it does not give it priority."

"Only the 'Producer,' owner of the equipment, can start the priority on its way. The service man and jobber have no authority to start its use. A signed purchase order from each 'customer' along the way from the above mentioned 'Producer' up to the manufacturer of the needed refrigeration part should be retained in file by the one passing the priority along."

"In accepting a priority from a customer, be reasonably certain that he is entitled to use it. Do not permit the abuse of priorities, whether willful or through ignorance. This applies from refrigeration manufacturers down the line through jobber and dealer. Insist on getting all legitimate priorities possible, but do not overdo it to the extent of creating violations."

"If a customer waves some mysterious priority order at you and demands material, get a copy of the order and read it. It should be properly extended; many orders require monthly reports; others, like Suppliers Order M-67, contain no priority at all. Your moral obligation to be exacting in this work is very strong—so is the penalty to the violator."

## Utility Fights Attempt To Regulate Servicing

MADISON, Wis. — Whether the Madison Gas & Electric Co. is subject to Wisconsin Public Service commission regulations for charging customers to move or connect gas stoves and to do other work on gas appliances is being decided by the commission. The company contends that the jobbing is merchandising rather than furnishing a utility service and not subject to regulation.

When the firm put higher charges into effect last July, the commission stated that these charges constituted a rate increase, which was subject to commission approval after a hearing. Increased labor and material costs, social security, and unemployment compensation taxes were reasons given for initiating higher charges.

### Dealer's Efforts Get Him Manufacturing Contract

MINNEAPOLIS — An intricate radio gadget, use unknown, is daily being produced on a miniature production line for the U. S. Army according to government specifications by Peter Deckas, proprietor of the Deckas Appliance Sales Co. here.

After temporarily abandoning his appliance business when the demand for appliances grew too great for the supply, Mr. Deckas haunted his local WPB office until his bid was accepted. Besides keeping him in business until he can again open his appliance store, manufacturing the radio gadget also exempts Mr. Deckas from the draft.

## Dealers and Distributors

Do you need an additional fast selling line to fill in the gap caused by curtailment of your present lines? Super-Cold is adding 50 new outlets between March 1st and April 1st. The most complete commercial refrigeration line in America offers

Condensing units, 1-4 Hp. to 7 1-2 Hp. Full line of coils. Seven models of display cases. Full line of reach-in and walk-in refrigerators, ice cream freezers, soda fountains, bottle coolers, beer dispensers, ice cream cabinets and hardeners, frozen food cabinets, water coolers etc. Warehouses at Los Angeles, Portland, Dallas, Chicago, Cleveland and New York.

All applications should be mailed to General Sales Manager

**The SUPER-COLD CORPORATION**  
1020 E. 59th St.  
Los Angeles, Cal.



Mills Condensing Units  
By Mills Novelty Company  
4100 Fullerton Ave., Chicago, Ill.



Get These Profits  
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Write for particulars  
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MELROSE PARK, ILLINOIS



# Air Conditioning & REFRIGERATION NEWS

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F. M. COCKRELL, Founder

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## Refrigeration Will Help Win the War

## Frozen Foods May Benefit from War

INDICATIONS are that while the requirements of war production will take a big bite out of the refrigeration business as a whole, one branch of the industry—frozen foods—may be in for a long-looked-for boost.

Use of frozen foods is rapidly gaining favor in the Army, Lieut. James M. Gwin, Quartermaster Corps officer in charge of dairy and poultry products procurement, told a recent Frozen Foods Forum in Chicago. Greatest use so far, he said, has been in camps, mostly at air fields where large numbers of men are fed at one mess. Most popular have been such out-of-season items as strawberries, peaches, and asparagus.

Naturally, the widest Army use of frozen foods will be in camps, since they can hardly be expected to displace field rations while the men are on maneuvers. Even so, an important new market has been opened, and an awakened preference for frozen foods, along with other Army-acquired eating habits, may be expected to carry over when present military men return to civilian life.

### ADVANTAGES OF FROZEN FOODS TO ARMY QUARTERMASTER CORPS

Frozen poultry is now an accepted Army food item—the saving in man-hours, freight, greater sanitation of Army kitchens more than offsetting its higher initial cost over undrawn poultry, in the eyes of Army food buyers. And while such rather commonplace items as boneless beef and fillets of fish are most in demand at present, it is not hard to visualize eventual Army use expanding to cover the entire range of frozen foods, as Quartermaster Corps officials become increasingly convinced of their time-saving, labor-saving, space saving, and sanitary advantages.

As was pointed out by the NEWS several weeks ago, the shortage of tin has made refrigeration—and frozen foods—more essential than ever. Already this

shortage is making itself felt—but that's nothing to the way it will be by the end of the year. Range of can sizes will be reduced, and more foods will be packaged in glass—but with greatly increased food production anticipated in 1942, it still adds up to an awful headache for processors, packagers, and distributors—a headache which expansion of food-freezing facilities could go a long way toward curing.

### DEFINITE BENEFIT IN SAVING TRANSPORTATION SPACE

Still a third factor exists which favors increased development of the frozen foods field, and that is the necessity for conserving transportation space. A trend toward "greatly increased" quick-freezing facilities was predicted by leading food manufacturers in replies to a survey recently made by Research Market Corp. of America, for just this reason.

It was pointed out that one car of frozen peas or spinach will equal eight to ten cars of fresh produce packed in hampers or crates, and that one car of frozen orange juice can replace six cars of fresh oranges. As one food manufacturer put it, "there is no economical reason why we should ship seven cars of pea pods just to be thrown away as soon as the housewife shells the peas from them."

Packaging and transportation advantages of frozen foods also were emphasized by E. W. Williams at the recent National Quick Frozen Foods Exposition in Chicago, who pointed out that 50 million pounds of food can be quick frozen and packaged in 5 million pounds of paper-board, cellophane, or waxed paper, as compared with 13½ million pounds of tin plate required if the foods were canned. It would require only 1,550 railroad cars to deliver the frozen food, Mr. Williams said, as against 3,200 carloads if canned.

With every pound of tin and every foot of transportation space needed in the country's war effort, savings such as these merit more than "once-over-lightly" consideration.

### EXPANSION OF INDUSTRY WOULD SIMPLIFY NATION'S PROBLEM

Expansion of quick-freezing facilities could be accomplished in a relatively short time, and would help enormously in solving the nation's food-keeping problems. Greatly enlarged distribution of frozen foods also could be accomplished through cooperation with locker storage plants now operating in 46 states, many of them serving large population centers.

From almost any viewpoint, this looks like the golden opportunity the frozen food industry has been awaiting. It is to be hoped that the industry will be able to take advantage of it.

## LETTERS

### PRIDE, ANGER, AND AMAZEMENT

Detroit Lubricator Co.  
5900 Trumbull Ave.  
Detroit, Mich.

Sirs:

I have read the article entitled "What Has Been Done About Repair Parts" which appeared in the Feb. 11, 1942 issue of AIR CONDITIONING & REFRIGERATION NEWS, with a mixed feeling of amazement, pride, and anger.

As you know, reading each issue of AIR CONDITIONING & REFRIGERATION NEWS is very important to anyone in the refrigeration industry; therefore, I do not believe that I have missed a single issue. Nevertheless, to see the efforts of the NEWS toward securing a rating for the very vital refrigeration industry summarized in one issue, brought home with considerable force just what efforts Mr. Taubeneck and the rest of the staff have been making toward this end.

Further, I was proud of a publication such as AIR CONDITIONING & REFRIGERATION NEWS, which represented the refrigeration industry.

## They'll Do It Every Time . . . By Jimmy Hatlo



Finally, I became angry when I realized that the efforts of your publication, as well as the efforts of others in the refrigeration industry have to date at least, been without results. True, the refrigeration industry has been passing along rumors that the repair parts order as well as something definite in connection with the manufacture of new equipment is about to be issued. As a matter of fact, we have heard this since last June, if not before. The important thing is that to date this order has not appeared. The question naturally arises—"When it does get here, will there be any outlets left to take care of the nation's vital refrigeration needs?"

J. W. KRALI,  
Manager Refrigeration Div.

### HANCOCK TELLS OF WAR PREPARATIONS IN NEW ZEALAND

J. Russell Hancock, Ltd.  
National Bank Chambers  
49-51 Courtenay Place  
Wellington, C. 3. New Zealand

Editor:

First of all I would like to let you know that we have moved into larger and more central premises, and I shall be glad if you will make a note of our new address: Evening Post Building, 82 Willis St. Wellington.

I have just returned from Auckland, where I was on a trip at the time the Japanese attacked Pearl Harbour. There was some excitement, of course, and there is a certain amount of activity going on in the matter of taking household precautions against the possibility of aerial attack, but people generally are carrying on their businesses as usual, and I had an exceptionally good trip.

This is the more interesting, in view of the fact that as an emergency measure, the sale of gasoline has been discontinued entirely to private car owners, and only those commercial vehicles which are being used in connection with matters of national importance are being supplied. The Government has also commandeered all stocks of the coke which is used as fuel in cars with producer gas equipment.

Further, it is forbidden to travel more than 100 miles by train, without a special permit, which will not be granted unless very good cause can be shown. These measures in connection with traveling fall rather heavily upon us at Christmas time, which is our vacation period, when most people plan to be as far away as they can get from their businesses and their homes.

There is some activity, as you may imagine, with our volunteer home defence forces, and our own office has been almost deserted at times—we are all members of the Home Guard.

Personally I am not much concerned about sporadic raids or landings. Even if they take place, they are more likely to be stimulating than damaging. But I do think we have to get ready now to prepare thoroughly for the real tests that may come later, because it is quite on the cards that there will eventually be an attempted invasion of this small country. In view of the strategic importance of New Zealand in the Pacific, it will be good business for Americans to see that we get plenty of fighting equipment. You can depend upon our making the best use of it!

Meantime I have no doubt that when matters get a little more settled, when our emergency plans are more complete, and when our preparations are thoroughly in routine, we shall get back our fuel allowances—or some of them—and our travelling facilities.

We are operating this business on the assumption that continuity of supplies from overseas will be available as hitherto. If we are wrong, we shall have to dig up more local manufacturers to work for. We are continuing to increase our staff, having made an important addition since the war with Japan began.

Apparently the authorities here do not seem to fear any immediate difficulty in getting supplies of goods from Northern America. There was a long article in yesterday morning's newspaper explaining new procedures which the Government has arranged, for the purpose of overcoming delays and difficulties caused by existing war-time export controls in Canada and in the U. S. A.

This year we decided to send out no Christmas cards, but we despatched parcels of food to our English friends, and I arranged for some Toheroa soup (which is highly prized in this country as a delicacy) to go forward to you. The parcels for England left some time ago, but the package for you is still held up here, due to very considerable delay in the issue of the export license necessary to despatch anything to the United States. However, it will no doubt arrive in due course, although I am afraid not as originally planned, in time for your Christmas dinner.

With my belated but most cordial wishes for the Christmas Season and the coming year.

Yours faithfully,  
J. RUSSELL HANCOCK

### MARINE REFRIGERATION

207 S. Olive Ave.  
West Palm Beach, Fla.

Editor:

I will appreciate it if you will advise me as to the name and authors and tell me where I might obtain authoritative books on marine refrigeration work. The names of two of these books are:

"Practical Refrigeration for Marine Engineers" by H. El Roberts, published by Van Nostrand before 1932.

"Refrigerating in Ships" by A. D. Gray, published by Lippincott in 1932.

Both of these books are out of print and I would like to know where they might be obtained and to know the names and where I might get other books of the same general nature.

G. W. MANN

Answer: Apparently the most recent book published on the subject of marine refrigeration is "Modern Marine Refrigeration" by Earl S. Shults, 160 pages, price \$2.00, published by Cornell Maritime Press, 350 W. 23rd St., New York City.

We have been unable to find further information about the two books which you describe in your letter.

### NEW DIRECTORY HELPFUL TO REFRIGERATION JOBBER

Refrigeration & Air Conditioning Division  
Pacific Metals Co., Ltd.  
San Francisco, Calif.

Feb. 11, 1942

Editor:

Thank you very kindly for the copy of 1942 Refrigeration and Air Conditioning Directory which we received today.

It was very thoughtful of you to supply this to us and we feel that the publication will be of definite service to us.

B. E. WATERS



## Modern Refrigerated Fixtures Permit 'Self Service' on Perishable Items



Self-service dairy boxes in the new J. B. Blood Co. market, Salem, Mass. take up 48 feet along the main aisle near the front of the store. Three 8-foot sections, finished in light gray porcelain, are along each side of an 8-foot weighing and wrapping counter.



One of two Tyler walk-in coolers serving the Blood company market, this 14 x 26-foot unit is used for storage of fresh meats. Condensing unit is located atop the cabinet.

SALEM, Mass.—Seventy feet of Tyler refrigerated display cases, 48 feet of self-service dairy boxes, and walk-in storage equipment for meats and vegetables make the new super-market opened here recently by J. B. Blood Co. one of the most modern in the country from the standpoint of refrigerated equipment. The market is equipped with "electric eye" doors which open automatically for patrons entering or leaving the building.

The 70 feet of display cases, made up of seven 10-foot Tyler units with exteriors of green porcelain enamel, each with its own 2½-foot counter for scales and wrapping, extend

almost the entire length of the store's left side. At the end of the display case section are two walk-ins, one 14 x 26 feet for meats and a second, 16 x 10 feet, for vegetables.

Bordering the fruit and vegetable department is a cabinet for frosted foods, while the main aisle near the front of the store is dominated by a long line of Tyler self-service dairy boxes with exteriors of light gray porcelain. Four sections, each 12 feet in length, comprise this department, with an 8-foot counter between each section. Dairy cases have adjustable shelves, fluorescent lighting, and "finger-tip" sliding doors for easy accessibility.

## Vegetable Pre-Cooling Plant For N. Y. Farmers Cuts Work, Ups Prices

ORCHARD PARK, N. Y.—Sunday work to get ready for Monday morning markets has been eliminated by the new five-carload capacity refrigerated storage plant installed here recently by Henry G. Marquart, president of the New York State Vegetable Growers' Association.

This method of pre-cooling vegetables, said to be the first installation of its kind in Western New York State, is designed to help farmers effect many economies, and obtain better market prices for their produce.

In the Marquart plant, vegetables are placed in the pre-cooling room immediately after washing, are chilled to 34° or 38° F. Thus pro-

tected, they reach the market next day in prime, crisp, cool condition.

This gives the customer better quality produce, and at the same time eases work on the Marquart farm. Now supplies for the next two or three days can be stored without fear of deterioration or mold.

In addition, being able to store produce ahead helps Mr. Marquart save on labor.

## Gruenewald's To Make Low Temperature Cases

PHILADELPHIA—A new company, Gruenewald's of Philadelphia, Inc., has been organized here to manufacture and sell frosted foods cabinets and cases, ice cream equipment, and soda fountain and restaurant equipment. Manufacturing division of the organization is to be known as Philadelphia Equipment Mfg. Co.

## Automobile Dealer Will Promote Line of Frozen Storage Units To Old Customers

ST. LOUIS—With its supply of automobiles completely cut off for the duration, Kuhs Buick Co., one of the city's largest and oldest automobile dealers, announced its switch to the promotion of Deepfreeze home locker plants with a complete display at the main showroom last month.

The company's 20 former automobile salesmen will attempt to sell these convenient new refrigeration units largely to their former automobile clientele, according to Vernon Soehnlin, sales manager.

"We think the home locker plants will certainly sell to sportsmen who have hertofore depended upon commercial locker plants to keep their kills in good condition," Mr. Soehnlin declared.

"Sportsmen, of course, could keep

game only 60 days in commercial plants and usually have to drive several miles between such plants and their homes. Providing their own refrigeration will save time and money for a lot of people in this bracket," he pointed out.

At present the Kuhs salesmen are busily following up old automobile customers, particularly those with homes in the \$7,000 or higher classification. A direct-mail program and possibly radio promotion are being planned, Mr. Soehnlin said.

"We intend to contact any customer who owns his own home and to suggest the home locker both on the basis of assuring a plentiful supply of prime meats for wealthier customers and a substantial saving for economy minded prospects."



# A WAR MESSAGE to ALL EMPLOYERS

★ From the United States Treasury Department ★

WINNING THIS WAR is going to take the mightiest effort America has ever made—in men, in materials, and in money! Every dollar, every dime that is not urgently needed for the civilian necessities of food, clothing, and shelter, must, if we are to secure final Victory, be put into the war effort.

An important part of the billions required to produce the planes, tanks, ships, and guns our Army and Navy need must come from the sale of Defense Bonds. Only by regular, week by week, pay-day by pay-day investment of the American people can this be done.

This is the American way to win. This is the way to preserve our democratic way of life.

Facing these facts, your Government needs, urgently, your cooperation with your employees in immediately enrolling them in a

### PAY-ROLL SAVINGS PLAN

The Pay-Roll Savings Plan is simple and efficient. It provides, simply, for regular purchases by your employees of United States Defense Bonds through systematic—yet voluntary—pay-roll allotments. All you do is hold the total funds collected from these pay-roll allotments in a separate account and deliver a Defense Bond to the employee each time his allotments accumulate to an amount sufficient to purchase a Bond.

The Pay-Roll Savings Plan has the approval of the American Federation of Labor, the Congress for Industrial Organization, and the Railroad Brotherhoods. It is now in effect in several thousand companies varying in number of employees from 3 to over 10,000.

In sending the coupon below, you are under no obligation, other than your own interest in the future of your country, to install the Plan after you have given it your

consideration. You will receive—1, a booklet describing how the Plan works; 2, samples of free literature furnished to companies installing the Plan; 3, a sample employee Pay-Roll Savings authorization card; and 4, the name of your State Defense Bond administrator who can supply experienced aid in setting up the Plan.

To get full facts, send the coupon below—today! Or write, Treasury Department, Section B, 709 Twelfth St., NW., Washington, D. C.

### HOW THE PAY-ROLL SAVINGS PLAN HELPS YOUR COUNTRY

- 1 It provides immediate cash now to produce the finest, deadliest fighting equipment an Army and Navy ever needed to win.
- 2 It gives every American wage earner the opportunity for financial participation in National Defense.
- 3 By storing up wages, it will reduce the current demand for consumer goods while they are scarce, thus retarding inflation.
- 4 It reduces the percentage of Defense financing that must be placed with banks, thus putting our emergency financing on a sounder basis.
- 5 It builds a reserve buying power for the post-war purchase of civilian goods to keep our factories running after the war.
- 6 It helps your employees provide for their future.

MAIL THIS COUPON NOW

Treasury Department, Section B  
709-12th St., NW.  
Washington, D. C.

We want to do our part. Please  
rush full information regarding  
the Pay-Roll Savings Plan.

NAME.....  
POSITION.....  
COMPANY NAME.....  
ADDRESS.....  
NUMBER OF EMPLOYEES.....



MAKE EVERY PAY-DAY... BOND DAY!  
U. S. Defense BONDS ★ STAMPS

This space is a contribution to NATIONAL DEFENSE

GPO 16-25943-1 Form No. DSS-BP-2

## Dealer's Plan Insures All Unpaid Balances

ST. PAUL—Merchandise on which there are unpaid balances is insured automatically under the new protection plan on all appliances and furnishings inaugurated by the St. Paul House Furnishing Co.

Payments by purchasers who are not working because of illness will be postponed "for a reasonable time," while widows whose husbands die before the merchandise is fully paid for will receive paid receipts under the new plan.

## Theis In Aircraft Work

INDIANAPOLIS—E. F. Theis, formerly production manager of the refrigeration division of Philco Corp., has resigned to accept a position as plant manager of the propeller division of Curtiss-Wright Corp. here.



Have you this 92-page book on refrigerant facts?

WRITE FOR A FREE COPY TODAY... AND USE PURE, DRY

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For information about nearest source of supply, write to:  
THE R. & H. CHEMICALS DEPARTMENT  
E. I. DU PONT DE NEMOURS & CO. (INC.)  
Wilmington, Delaware  
or National Ammonia Division  
Frankford P. O., Philadelphia, Pa.



## Imperial Markets Copper-Coated Steel Tubing for Refrigeration Work

CHICAGO—A copper-coated, tinned, soft-tempered steel tubing, which can be used to replace copper tubing for many purposes, has been announced by The Imperial Brass Mfg. Co. here.

This tubing, known as Imperial Bundy Tinned Steel Tubing, is said to meet the requirements of such refrigeration applications as cooling coils, condensers, and connecting lines. It can be used with "Freon," butane, and methyl chloride (but not with ammonia).

Tubing is copper coated inside and outside and has an additional tinned coating on the outside. The extra tinning fills in the seam of the tubing giving fittings a tighter, leak-proof grip. It is pointed out that where extreme corrosive conditions are encountered, additional protective coatings should be applied.

Tubing is soft-tempered and can be bent, flared, coiled, soldered,



Coil of new steel tubing.

brazed, and welded. In flaring, the use of an Imperial 93-FB flaring tool, which is designed especially for this purpose, is recommended.

This tubing is stronger than copper tubing, it is reported, and has a higher resistance to vibration fatigue. Bursting strength ranges from 17,800 to 8,700 lbs. per sq. in. depending on size.

It is furnished in 25 ft. coils in  $\frac{1}{8}$  inch,  $\frac{3}{16}$  inch,  $\frac{1}{4}$  inch,  $\frac{5}{16}$  inch, and  $\frac{3}{4}$  inch O.D. sizes and is available for prompt shipment.

## Bidwell Heads New Service Chapter In Connecticut

HARTFORD, Conn.—Howard Bidwell has been elected president of the newly organized Central Connecticut chapter of Refrigeration Service Engineers Society. Charter of organization was presented Feb. 9 by S. B. Garland, Worcester, Mass., a national director of R.S.E.S.

Other officers of the new chapter, installed at the meeting, are: J. E. Wilkinson, first vice president; Leon Morin, second vice president; Richard Stabert, secretary; John Parr, treasurer; and George Morin, sergeant-at-arms. Directors include Arthur W. Andreen, James Felix, and Charles Bidwell.

In a speech at the dinner meeting, Mr. Garland discussed the effects of priorities on the refrigeration industry. Other speakers included Howard Bidwell, and A. D. Hebert and H. C. Lambert, president and vice president of Springfield chapter.

## All Price Schedules Remain In Effect

WASHINGTON, D. C. — Price schedules issued by the Office of Price Administration since its creation on April 11, 1941, will remain in effect under terms of the Emergency Price Control Act of 1942 and must continue to be observed, Leon Henderson, Administrator, has announced.

Violators of either the existing schedules or new regulations will be subject to criminal penalties, civil suits for damages, and injunctions.

There have been 105 price schedules issued by the OPA, out of which a few have been revoked. They cover a wide range of commodities including, particularly, many of the metals, textiles, chemicals, building materials, and manufactured products.

"Businessmen who have been operating under the schedules should clearly understand," Mr. Henderson stated, "that enactment of the

Emergency Price Control Act and the establishment of formal procedures for issuance and enforcement of price controls does not vitiate the price schedules previously issued."

## Midwest Has Capacity For Defense Orders

GALESBURG, Ill.—In a bulletin recently sent to distributors, Midwest Mfg. Co. has announced that it has additional capacity available on defense orders for commercial refrigerators, and urges distributors to go after their share of this business.

The company points out that refrigerators on many government projects are purchased in the vicinity of the project, or by the contractor or sub-contractor, and not necessarily in Washington. Curtailment of normal non-defense business has given Midwest added capacity for defense orders, it is pointed out. Priority certificates, however, must be furnished on all such orders, so that materials may be obtained.

# For Dealers Who Face Freezing Orders On All Appliances Rapid Turnover Is the Cue

The days of appliance retailing are numbered. Freezing orders on ALL appliances are coming. What to do? Put all the punch and power into your sales effort that you can command. Squeeze all possible profit from every unit sale. Buy all the appliances you can obtain. Sell as fast as you can. That's the course that will put you in the best position for conversion of your sales machinery to refrigeration service promotion — or new lines.

To Sell More—  
To Sell Faster—  
& To UP Profits—

"Appliance Advertising & Merchandising"—a new best seller—can be immediately applied to your merchandising problems. It presents the cream of buy-stimulating methods which Author R. E. Mangan has tested in ten years' experience as advertising manager for one of America's biggest distributors. It shows you how to boost profits by cutting selling costs.

## This Book Tells You How To Do It

Wouldn't you like to make all profit possible from your selling operation during the next 90 days—while you still can? "Appliance Advertising & Merchandising" reveals step-by-step pointers which can quicken your turnover. You can put it to work immediately.

Apply it, page by page, to your everyday problems. It shows you how to increase sales-pull in your store display. It gives how, when, and where of your newspaper, billboard, radio, and screen advertising.

The science of producing more profit from every sales

step—from getting attention to closing the deal—is in ABC order.

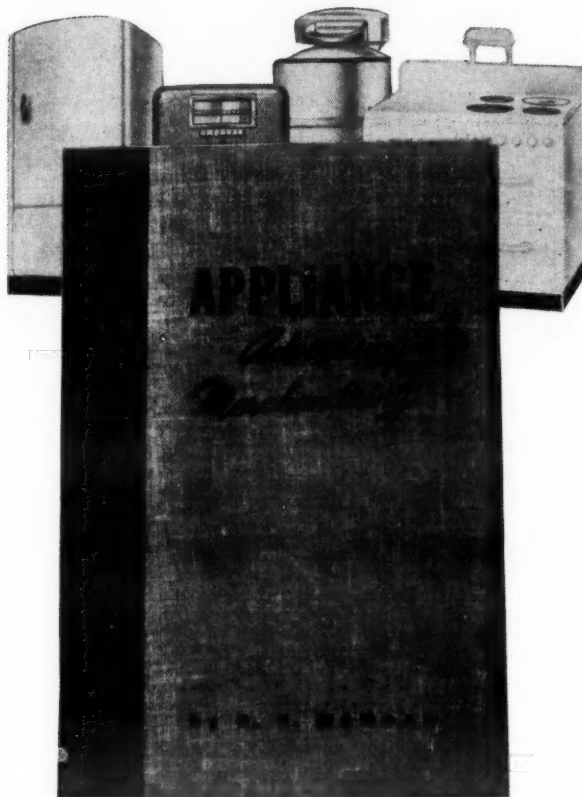
R. E. Mangan has met and worked with all types of retail dealers. He analyzes some of their common selling methods which are deceptive because they produce some sales, bad because they are not altered to produce more.

Getting more sales and more profit from every sale at the lowest cost to you is the one and only objective of this book. It's ready to use now.

and Here's a FREE Plus Value—10 Days Only

You can buy "Appliance Advertising & Merchandising" for only \$2. Order now and receive free a 1942 Refrigeration & Air Conditioning Directory, listing 242 kinds of products, 918 manufacturers and 353 jobbers. This always handy book regularly sells for \$1. Plastic bound, 214 pages. Get this \$3 value for only \$2 today.

**BUSINESS NEWS PUBLISHING CO.**  
5229 CASS AVENUE  
DETROIT, MICHIGAN



Here's Why This Sales Masterpiece Can Help You Sell More Profitably during the next 90 days

Highlights of the profitable sales stratagems that are packed into this best-seller's 164 pages.

**WHAT CAN ADVERTISING DO**  
for your business?

**HOW TO PUT MERCHANDISING**  
back of your advertising

**TYPICAL DEALER OPERATIONS**  
actual cases of right and wrong appliance merchandising. Why a few dealers make the majority of sales.

**ADVERTISING QUACKERY**  
don't be a sucker. Where not to advertise. How to protect your budget.

**WHY NEWSPAPER ADVERTISING**  
is your best bet, and how to prepare newspaper advertisements that sell.

**RETAILING WITH RADIO**

**MERCHANDISING IN TODAY'S**  
market. Window displays, store arrangement. Direct-mail, a work-saver.

**HOW TO PLAN A SELLING**  
program

**OUTDOOR ADVERTISING**  
how to make signs work for you. When to use it to sell appliances.

"Appliance Advertising & Merchandising" is the first book of its kind to be published. It is well bound in a blue cloth cover. Convenient size—9 x 6 inches—makes it easy to use at your desk.

A \$3 For \$2 Buy  
SEND COUPON NOW

Business News Publishing Co.  
5229 Cass Ave., Detroit, Mich.

Gentlemen: Please send my copy of "Appliance Advertising & Merchandising," plus the free copy of the Directory.

Name .....

Address .....

City ..... State .....

☐ \$2 enclosed. ☐ Send C.O.D. I'll pay postman.



## Rebuilding Operations

## Overhaul and Reconditioning of the Westinghouse Unit (Continued)

## Step-By-Step Procedure For the Service Shop

By R. L. Walsh, Westchester Dealers Refrigerator Rebuilding Service, New Rochelle, N. Y.

In reassembling the Westinghouse unit, first mount it on and test the spring tension of the mounting on which it rests by forcing it up and down a few times. If any of the springs are weak, replace them.

Run new suction and discharge lines, using  $\frac{5}{16}$  inch tubing for the suction line and  $\frac{1}{4}$  inch tubing for the liquid line.

The evaporator tubing going into the neck of the evaporator is cast iron. Cut the cast iron suction line 1 inch from the neck of the evaporator, and the liquid line  $1\frac{1}{2}$  inches from the neck of the evaporator. Take a piece of  $\frac{5}{16}$  inch tubing 18 inches long and using a  $\frac{5}{16}$  inch swedge tool swedge the copper 1 inch.

Clean off the cast iron with emery paper and a coarse file so that absolutely no trace of the black smudge is visible. Failure to get it clean will cause trouble.

Using a 50/50 plain solder and the Presto-Lite torch tin the cast iron line down to a point as close to the neck as possible. Then, while it is still hot, wipe off the excess solder with a good clean cloth and inspect it closely to make certain that this pipe is tinned all the way around.

## CONNECTING NEW LINES

Next step is to put the copper  $\frac{5}{16}$  inch tubing which you have swaged, over this tinned pipe, keeping the pipe hot all of the time. Use solder and a little solder paste on the copper line and heat this so that the solder runs down to make a good joint. Then let it cool and inspect it thoroughly for any places that aren't properly soldered.

Clean the  $\frac{1}{4}$  inch iron pipe as near down to the neck as possible, using emery paper and a coarse file, making certain that all the "black" is removed from the cast iron pipe. Cut it off to a point about  $\frac{3}{4}$  of an inch from the evaporator neck. Wipe

it off with a clean rag (never use anything but a clean rag, as this is all-important in making a good soldered joint).

Swedge a piece of  $\frac{1}{4}$  inch copper tubing on one end to fit over the iron pipe, and then tin the iron pipe all the way around. Put the swaged copper tube end over the pipe and make a good soldered joint, using 50/50 solder and letting it run down towards the neck. Don't disturb the lines after soldering.

Next move is to take a  $\frac{1}{4}$  inch flare nut and slip it onto the other end of the  $\frac{1}{4}$  inch copper line and make a flare. Then close and solder tight the  $\frac{1}{16}$  inch tube at the open end.

## TEST FOR LEAKS

Hook up a small gas drum to the  $\frac{1}{4}$  inch flared end and after opening the drum make a test for leaks on the lines and soldered joints with ammonia.

If no leaks are detected it is all right to proceed to put the evaporator wood neck on the evaporator, and to bolt the bottom bolts in place. The tin box with the tar is put into place and bolted down.

Then cut in the float by soldering the small tubing into the  $\frac{1}{4}$  inch line to the evaporator as close to the neck at the wood opening as possible. Be sure that this is a tight connection. It is very important to make certain that the solder does not run on the inside. This can be detected by solder running down the inside of the  $\frac{1}{4}$  inch tube.

Next connect the  $\frac{1}{4}$  inch line at the bottom of the condenser by flaring it and soldering it to the  $\frac{1}{4}$  inch line at the top of the float, making a tight connection.

Fasten the cut-out switch into place. Bolt the switch into place and connect the bellows tube to the evaporator tightly. Connect up the electrical leads to the cut-out switch and motor according to the wiring diagram you have made.

Measure out the proper amount of oil for the unit and put it into a clean jar or some similar receptacle. Then put the open end of the suction line into the oil and start the compressor. When you can see the oil start to leave the receptacle stop the compressor, keeping the suction line into the oil until the oil charge has all entered the compressor. Then swedge this line to the line leading into the evaporator, and make certain these lines are cleaned before you solder them together.

Next step is to connect a purge line to the float and purge the system thoroughly. Then to charge the system with refrigerant connect the refrigerant cylinder to the "CY" set and after weighing off the proper amount of the charge open the drum and charge the system with refrigerant.

## CHECKING THE FLOAT

While the system is being charged listen at the evaporator to determine that the float opens properly. When the liquid raises the float ball you should be able to hear the refrigerant rush into the evaporator. Apply heat to the drum to drive all the contents into the evaporator.

When the refrigerant drum is empty front seat the valve in the float and hook up a purge line. Start the motor and let it run for about three minutes and then purge two or three times.

After doing this let the machine cycle three or four times, and then check the condenser and suction line. If the suction line is frosting back beyond the tin box purge the system two or three times or until the frost disappears upon further test.

When you have decided that the machine is operating correctly heat the tar and put it back into the tin box, making sure that you put it all back.

Again let the machine cycle a few times and check to see if the evaporator is working all the way through. If it isn't, readjust the cold control until the proper operating condition is reached.

## Penn's Advertising To Nation's Leaders Spotlights Importance of Refrigeration

GOSHEN, Ind.—Recognizing the importance of helping to sustain the industries it serves in peace time, Penn Electric Switch Co., manufacturer of automatic controls, is now carrying on a general advertising campaign, directed to the executive leadership of the country, emphasizing the vital service of such basic industries as commercial refrigeration in time of war as well as in peace.

Although a large part of its capacity is being devoted to war production, Penn is maintaining its advertising contracts with the industries it serves on an even more extensive basis than before, explains John R. Nededu, advertising manager. In its general advertising program in their behalf, Penn points out the contribution of these industries, particularly commercial refrigeration, to the nation's morale and war effort.

"Because commercial refrigeration and automatic heating are so important, Penn is, first of all, doing its best to continue supplying the automatic controls required for the operation of equipment in these fields. And even though the demand for controls will probably exceed the number we shall be able to manufacture, Penn feels it important and necessary to maintain its contact with manufacturers, dealers, and service men by means of advertising," Mr. Nededu declared.

"It is for this reason," he continued in outlining Penn's 1942

to the vitally important service of automatically controlled equipment in various industries."

Emphasizing the necessity of properly refrigerated food to the civilian population, the copy in a Penn advertisement about commercial refrigeration states:

"Food is a whole arsenal of weapons . . . and it must not be sabotaged! From the vast and fertile acres of America must come the greatest production of food in history to serve our people at war."

"Before it reaches the fighting men who will hammer out the victory . . . the workers who provide the arms . . . and civilians' families here and among the United Nations, a great proportion of that food requires refrigeration to keep it wholesome, to prevent its loss through spoilage."

"So, Secretary of Agriculture Wickard headlined the vital service of commercial refrigeration when he put food near the top of the list in democracy's arsenal of weapons. Refrigeration on trucks, trains and ships, in warehouses, stores and markets, must be on guard, day and night, to prevent sabotage to our food supply by waste and spoilage."

"Through years of peace, Penn has supplied a complete line of automatic controls which by their efficiency, dependability, and adaptability have won a place of outstanding leadership for this company in the commercial refrigeration industry."

"We recognize the responsibility of such leadership during the emergency of war. Our resources, naturally, must be devoted first to the direct requirements of the fighting forces. But, we shall do our utmost to supply Penn refrigeration controls to manufacturers and service men, and with the least possible delay."

## Shops Doing Industrial Repair Work Granted Use of PD-25A

WASHINGTON, D. C.—Depending upon the volume of war or essential civilian work being handled, shops performing industrial repairs are eligible for priority assistance under the Production Requirements Plan, or the Modified Production Requirements Plan for small business, the Division of Industry Operations revealed last week.

By submitting applications on Form PD-25A or PD-25X, according to the size of their business, job platers, machine shops, motor rewinding shops, and similar companies may obtain a priority rating or ratings to be used over a calendar quarter for specified quantities of material, it was announced.

## Commutator Cleaning Stone Has New Features

SYCAMORE, Ill.—A new commutator cleaning stone designed to remove excess film and dirt caused by heavy, continuous power loads has been announced by Ideal Commutator Dresser Co. here. The cleaning stone does its work while the motor or generator is still running, and is used by simply holding it against the commutator and slowly moving across the face.

This action does not clog or cut the commutator, it is claimed. It also is said to clean film from the brush seats, and to help re-seat brushes. Regular use of the stone will improve operation of motors and generators, it is claimed, and also will improve brush performance in addition to reducing noise, chattering, and sparking.

## "A World... Safe For Our Children"

WHATEVER the immediate outcome, the future of the world is decided by a victory which will allow the United States to live in peace and prosperity.

In this "all war" program, we must have our children safe and healthy. For that reason, we must have a victory which will allow the United States to live in peace and prosperity.

Peace is not a goal in itself. It is a means to an end. The end is a world in which the United States can live in peace and prosperity.

For all this, there are no more important goals than the health and happiness of our children.



Health, well-being and morale are the most important factors in the production of a victory. For that reason, we must have a victory which will allow the United States to live in peace and prosperity.

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For all this, there are no more important goals than the health and happiness of our children.

'Food is a Whole Arsenal of Weapons' is the theme of one of the advertisements in the Penn series.

advertising plans, "that our schedules in the various trade fields which we serve have not only been maintained but in some cases substantially increased. We shall use the space to keep our customers and prospects informed on matters concerning our controls as well as delivery possibilities, and to help sustain the general morale within the industry."

In keeping with this theme of information, morale, and plugging for peace time industries still vital to a nation at war, Penn stated, in part, in a full-page advertisement in Jan. 10 "Business Week":

"Penn's technical and production resources are now devoted without stint to the needs of our Navy and Army. But, the industries which are an important part of the America we are at war to protect, will continue to receive Penn's support . . . support by manufacture of accurate, dependable automatic controls . . . support to preserve health and save our resources of fuel and food."

"Of all industries there are none more important to the national health, well-being and morale than automatic heating and mechanical refrigeration."

Although Penn's engineering resources and production facilities are being devoted largely to work for the U. S. armed forces, the company is basing its advertising campaign on the belief that modern war depends so much upon civilian support of the men on the actual firing line that the health and morale of the people are vital to success.

"There is great necessity now for straight thinking and proper evaluation of the many factors in our industrial set-up," Mr. Nededu said. "Hence our full-page advertisements appearing every four weeks in 'Business Week' are being devoted, not to the subject of Penn controls, but

# "It's equipped with that dependable WAGNER MOTOR"

AIR-CONDITIONING equipment, compressors, refrigerators, and stokers — powered by Wagner motors continue to give faithful, reliable, efficient service year after year. This record of Wagner motor performance increases the sales possibilities of these appliances through increased confidence of users and dealers — an added sales feature that cannot be overlooked.

Alert dealers, realizing the value of this user acceptance, are quick to tell prospective customers that the appliance is equipped with a Wagner motor. The complete confidence which users place in Wagner motors help the dealer sell Wagner-motored equipment.

## A FEW OF THE MANY WAGNER MOTORS IDEALLY SUITED FOR AIR-CONDITIONING EQUIPMENT



These BULLETINS WILL HELP YOU They contain motor information of value.

## MAIL COUPON TODAY

Wagner Electric Corporation  
6400 Plymouth Avenue, Saint Louis, Mo. U.S.A.

Gentlemen:

Please send me FREE bulletins MU 182 and MU 183.

Name \_\_\_\_\_

Firm \_\_\_\_\_

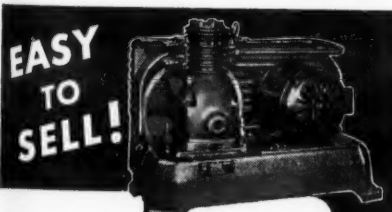
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City \_\_\_\_\_

Position \_\_\_\_\_

State \_\_\_\_\_

Get FREE BULLETINS



**EASY TO SELL!**

More than 20 years of high reputation...in every kind of refrigeration service...has established the name "Lipman" as a BUY word that breaks down sales resistance. Make this reputation your sales asset...for greater profit and better customer satisfaction.

GENERAL REFRIGERATION DIVISION  
Yates-American Machine Co.  
Dept. AC-1, Beloit, Wisconsin



**"HAVE CLARAGE MAKE THEM!"**

Every year we ship to builders of air conditioning units thousands upon thousands of Clarage Blower Wheels and Assemblies.

This smaller equipment is designed with the same skill characteristic of the larger Clarage apparatus—just as carefully fabricated and tested.

And we have sizes to meet ALL REQUIREMENTS—with slow speed operation insuring SILENT PERFORMANCE.

May we have your next inquiry?

CLARAGE FAN COMPANY  
KALAMAZOO, MICHIGAN  
Sole Offices in All Principal Cities







**Specify**  
CHARGED  
DAVISON'S  
SILICA GEL  
WITH  
ASK YOUR JOBBER

**Buy**  
**Fedders COILS**  
AND HAVE THE ADVANTAGES OF  
ALL COPPER CONSTRUCTION  
FEDDERS MFG. CO. BUFFALO, N. Y.

**STEEL COILS**  
For BRINE & AMMONIA  
**KRAMER-TRENTON CO.**  
TRENTON, N. J.

**CURTIS**  
ESTABLISHED 1854  
REFRIGERATION  
AIR CONDITIONING  
COMMERCIAL  
**Curtis Refrigerating Machine Division**  
of Curtis Manufacturing Company  
1912 Kienlen Ave. St. Louis, Mo.

**M&E**  
EST. 1866  
COMPRESSORS  
FOR EVERY  
COMMERCIAL  
PURPOSE  
Write for catalog  
Merchant & Evans Co.  
PHILADELPHIA, PENNA.

**BUNDY TUBING**  
ENGINEERED TO YOUR EXPECTATIONS  
**BUNDY TUBING CO., DETROIT**

**CLASSIFIED  
ADVERTISING**

RATES for "Positions Wanted," 5¢ per word; minimum charge, \$2.50. Three consecutive insertions, 12½¢ per word; minimum charge \$6.25.  
RATES for all other classifications, 10¢ per word, minimum charge, \$5.00 per insertion. Three consecutive insertions, 25¢ per word, minimum charge, \$12.50.  
ADVERTISEMENTS set in usual classified style. Box addresses count as five words, other addresses by actual word count.  
PAYMENT in advance is required for advertising in this column.

#### POSITIONS AVAILABLE

EXPERIENCED salesman, graduate engineer preferred. Factory training, then travel large and productive territory. Salary, commission and travelling expenses. Line well established in refrigeration, compressed gas and war industries. Give full details, your training and experience. Box 1386, Air Conditioning & Refrigeration News.

TIMEKEEPERS: Leading meat and food processing company in Chicago offers opportunity for advancement, good starting salary and permanent employment in a stable food industry for a man experienced in general timekeeping, including knowledge of payroll records, social security accounting and hourly payroll procedures. Accounting training and experience also helpful. This opportunity not dependent on defense production. To qualify for interview send complete summary of your experience, previous employment, education and personal data in first letter. All correspondence handled in confidence. Box 1387, Air Conditioning & Refrigeration News.

#### BUSINESS OPPORTUNITIES

ATTENTION: For Sale on account of Military Service, long established refrigeration service business operating in Greater New York City. Large clientele, six employees. Large stock on hand to carry on business. Requires cash investment of \$4,000.00 and securities. Excellent opportunity. Must have immediate reply. Box 1388, Air Conditioning & Refrigeration News.

WILL BUY for cash, Commercial Refrigeration Business in Metropolitan New York. Reply Box 1389, Air Conditioning & Refrigeration News.

#### EQUIPMENT FOR SALE

MODEL No. 25, 5 gallon cabinet type Mills Freezer, equipped with high temperature storage compartment, 3, 60-gallon Mills Hardening Cabinets. Miscellaneous—various make Ice Cream Cabinets, 1, 5 H.P. Universal 4 cylinder Water Cooled Compressor, 1, 2 H.P. Zerose 2 cylinder Water Cooled Compressor, 2, 1½ H. P. water cooled, 4 cylinder Par Units (two months in service—practically new), 9, York 2 cylinder 1 H.P. water cooled compressors (practically new). Also a few Servels, Frigidaires, brand new knockdown hardening cabinets. Other equipment too numerous to mention. What do you need? On sale for client, Attorney Charles A. Pincus, 142 E. 32nd Street, New York, N. Y.

## 830 Air Conditioners Installed in N. Y. C. In 11 Months

NEW YORK CITY—Eight hundred and thirty-five installations of air conditioning equipment were made by distributors and dealers in the New York metropolitan area during the first 11 months of 1941, according to statistics compiled by Consolidated Edison Co. of New York, Inc.

Office installations led the list with 292, of which 32 were for physicians and 260 for other businesses. Residential installations numbered 156, and retail stores, 129.

Included in the 11-month installations total were 1,005 room and store coolers, of which 658 were of 1½-hp. capacity or less and 347 of 2-hp. size or larger. Self-contained air conditioner sales for home use numbered 187 units.

Following is a classified list of installations for the period:

Residential	156
Apartment Bedroom	1
Banks	6
Barber, Beauty Shops	7
Clubs	4
Funeral Homes	3
Hospital Laboratories	3
Hospital Rooms	1
Hotel Guest Rooms	2
Hotel Public Rooms	12
Office Buildings	3
Offices, Doctors	32
Offices, Miscellaneous	260
Restaurants	73
Showrooms	77
Stores, Department	6
Stores, Retail	129
Theaters	4
Public Building	1
Other Commercial	14
Candy Manufacturers	5
Drug, Chemical Manufacturers	4
Fur Vaults	7
Printing, Lithographing	4
Textile Manufacturers	2
Other Industrial	14
<b>Total</b>	<b>835</b>

## Year 'Round Tobacco Packing Is Result Of Air Conditioning

BALTIMORE—The Maryland Tobacco Growers' association is going to make its own weather the year-around so that tobacco can be conditioned and packed for marketing whenever the growers desire. Weather-making machines, which will automatically control the humidity and temperature so that tobacco can be "brought in condition" within 12 hours after it arrives, are being installed at the three strategically located tobacco packing plants in southern Maryland, George Sachse, manager of the association, disclosed.

Erection of the three 1-story frame packing houses, measuring 80 x 132 ft. each, has already been completed at Wayson's Corner, Anne Arundel county; Waldorf, Charles county; and Mechanicsville, St. Mary's county. Weather-making machinery and electrically driven hydraulic presses, which will account for a big reduction in manpower over the long-used hand pressing methods, are now being installed.

Before the advent of man-made weather, tobacco growers depended upon climatic conditions. They had to wait for a prolonged damp spell before the tobacco would take on the particular characteristics which permit it to be packed in hogsheads without danger of the leaves breaking or crumbling.

Often these favorable weather conditions occurred when the farm labor was busy with other work that had to be done, with the result that the individual tobacco grower could not always take advantage of the natural opportunity to prepare his crop for market, Mr. Sachse explained.

## G-E Supply, New Orleans Gets Army Contract

NEW ORLEANS—The U. S. Army has awarded the General Electric Supply Corp. here defense contracts for water coolers, beverage coolers, portable air conditioning units, and electric refrigerators for cantonments near New Orleans and Jackson, Miss. and for a new plant at Florida. Most of the new equipment is to be used for officers' quarters, offices, and dormitories of flying cadets.

## Sales of Appliance Dealers Show 21% Gain In Year

WASHINGTON, D. C.—Household appliance dealers reporting to the Department of Commerce for December had sales of \$2,326,899 during the month, a drop of 2% from those of the same month of 1940, according to Bureau of Census figures.

For the year as a whole, however, sales by reporting dealers were 21% higher than those in 1940, and December figures were an increase of 46% over those of November, the preceding month.

Sales by all types of firms reporting to the survey were 17% higher during 1941 than in the previous year, while December sales by all stores were 13% above December, 1940, and 39% above November, the preceding month.

## Omaha Manufacturers Form 'War' Pool

OMAHA, Neb.—Several local companies which have depended fully or in part on the refrigeration industry for their business, have joined in the organization of Omaha Industries, Inc., a war production "pool" which includes approximately 100 manufacturing firms in Omaha and Council Bluffs.

Included in the group are the Omaha plant of York Ice Machinery Co., Sterling Electric Co., Paxton & Vierling Iron Works, Fuchs Machinery & Supply Co., Fuch-Elrod Machinery Co., and Omaha Steel Works.

Formation of the pool, which is expected to negotiate for all sorts of war contracts, is in line with the government's move for subcontracting and general conversion of plants for war production.

## Former Dealer Heads Army Defense Area

ALBANY, N. Y.—Defense inspections mainly confined to the central district will constitute the new duties of Col. Alfred J. Betcher, former mayor and refrigeration and air conditioning dealer of Canajoharie, N. Y., who was just assigned to duty with the Central New York Military District, Fort Ontario.

Col. Betcher resigned as mayor and severed business connections last July to serve with the Organized Reserves. He took over his new command following dissolution of the Rochester Military District headquarters, of which he was commanding officer.

## Manhattan Rubber Adds 4 to Executive Staff

PASSAIC, N. J.—Four appointments to the executive staff of Manhattan Rubber Mfg. Division of Raybestos-Manhattan, Inc. were announced recently by H. E. Smith, general manager. W. L. White, director of laboratories, and H. Snyder, manager of the roll covering and tank lining departments, are now assistant factory managers. H. H. Burrows has been appointed manager of the roll covering and tank lining departments, and P. A. Cady will be laboratory manager.

## Square D Net Tops 3 Million In 1941; 7 Million In Taxes

DETROIT—Square D Co., manufacturer of electrical equipment and aircraft instruments, for the year ended Dec. 31, 1941 reports net income of \$3,104,342 after all charges, including provision for income and excess profits tax of \$7,687,500 and provision for \$250,000 for wartime and post-war adjustments. Earnings were equivalent to \$7.13 a share on 421,360 outstanding common shares, after deducting dividend requirements on the preferred stock.

This compares with net income for the year ended Dec. 31, 1940 of \$2,023,203 after all charges and federal taxes, equivalent to \$4.56 a common share after preferred dividend requirements.

"Although approximately 90% of Square D Co.'s total production is for defense purposes, practically all of this material is composed of the regular products of the company," reports F. W. Magin, president.

## U. S. GOVERNMENT Specification

**Filtrine**  
**Cafeteria Coolers**  
Filtrine Mfg. Co., Brooklyn

**Penn Says:**  
Servicing commercial refrigeration equipment is vitally important NOW. You can depend on Penn Controls.  
PENN ELECTRIC SWITCH CO.  
GOSHEN, IND.

**Henry "Y" Strainer**  
Exceptional design. Hot tin dipped welded steel construction with copper end connections (steel in F.P.T. sizes). Negligible pressure drop. Large screen area with easily removable screen. Light weight. Oil trapping prevented by installing on side or in vertical position.  
**ASK YOUR JOBBER FOR IT**  
**Henry Valve Co.**  
1001-19 N. SPAULDING AVE.  
CHICAGO

**MODERN DESIGN — GENERAL LINE**  
**GENERAL REFRIGERATOR CO.**  
ALL PORCELAIN  
BETTER LIGHTING  
TESTED OPERATION  
TROUBLE-FREE  
GOOD-LOOKING  
HIGH QUALITY  
LOWEST PRICE—NO EXTRAS  
Best Dealer Proposition.  
Write Today! Dept. G-6  
5th and BAINBRIDGE STS.,  
PHILADELPHIA, PENNA.

**The Preservation Of Food By MECHANICAL REFRIGERATION Is Vital To National Defense**  
**Use**  
Humi-Temp Forced Convection Units—Patented CROSS-FIN-COILS—Bare Tube Coils—Zinc Fused Steel Plate Coils—Disseminator Pans—Heat Exchangers—Evaporative Condensers—Instantaneous Water Coolers—  
**REFRIGERATION PRODUCTS**  
See Your Jobber or Write Direct  
**LARKIN COILS, INC.**  
519 MEMORIAL DR., S. E., ATLANTA, GA.

**Subscription Order Blank**  
Air Conditioning & Refrigeration News 5229 Cass Ave., Detroit, Mich.  
Gentlemen: Please send me Air Conditioning & Refrigeration News for one year.  
☐ Enclosed is \$4.00. ☐ I will send \$4.00 on receipt of bill.  
Name .....  
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Note: Subscription price is \$4.00 only in U.S.A., Canada, U.S. Possessions, and countries in the Pan-American Postal Union. Elsewhere—\$6.00 per year.  
2-25-42

**A CASE OF PERFECT PERFORMANCE**  
**KOCH REFRIGERATORS**  
Performance that is perfect every minute of the day... that's what you get with every Koch display case. Miraculous cooling units mean perfect refrigeration. K-Beam lighting gives added sales impetus to profit-making displays. Welded steel construction and 4-in. insulation... permanent satisfaction built right into the case. Investigate the Koch case... and the complete Koch line. Write today for complete details, open territories, and Koch selling plan.  
**KOCH REFRIGERATORS**  
NORTH KANSAS CITY, MISSOURI  
You'll make money selling KOCH



## Test Case May Be Refrigerator Order Necessary On Tires For Service Autos

(Concluded from Page 1, Column 2) matter of the future availability of rubber tires has become a matter of concern.

As in other states, passenger cars in Texas bearing a commercial license are subject to the same regulations as trucks. Highway speed limits are the same for autos and trucks, while the driver of a commercial car, if other than the owner, must have a chauffeur's license.

Nevertheless, tire rationing officials here declared that the status of commercially licensed cars would not place them on an equal footing with trucks when it comes to handing out precious tires, according to present available information.

Local tire rationing officials recommend that a refrigeration service man using an automobile in need of new tires try his hand at securing preference for tires. An attempt to test service men's claim to this vital priority rating will be made here shortly.

### Tire Case Pleaded By Niagara Council

(Concluded from Page 1, Column 3) an already serious situation, a shortage of qualified service men," the letter read.

"While we are entirely in sympathy with the intent of all emergency measures to speed up the war effort, we realize that to get maximum results we must provide for the well-being of those who carry on the war production program. Electric refrigerators are essential to the health of our workers and must be kept running. The situation in this regard will become serious this Spring and Summer, when old refrigerators encounter hot weather. It is then that service men work day and night to keep them in service.

"In behalf of the hundreds of electric refrigerator and appliance dealers, distributors, and the thousands of war production workers whose health is dependent upon the continuous operation of electric refrigerators in their homes, may we ask you to grant replacement tires for service men's cars."

### Henderson Clarifies Tire Retread Order

WASHINGTON, D. C.—To clear up any misunderstanding as to the status of the rationing plan for retreaded and recapped tires, Price Administrator Leon Henderson late last week re-stated the facts as follows:

The rationing plan for retreaded and recapped tires went into effect at midnight, Feb. 18, 1942.

No retreading or recapping work can be delivered after that date and until retread certificates are issued by local rationing boards.

No sales or deliveries of retreaded or recapped tires can be made after that date and until retread certificates are issued by local rationing boards.

On and after Feb. 19 and until March 1, no camelback can be consumed in retreading or recapping of a passenger type tire and a special provision is included in the plan to present the use of truck tire camelback for this purpose.

Local boards will begin to issue retread purchase certificates on Feb. 23 to operators of trucks, buses, and other heavy vehicles on List "A."



(Concluded from Page 1, Column 5) new domestic mechanical refrigerators on the effective date of this order shall keep and preserve for not less than two years accurate and complete records of all such new domestic mechanical refrigerators and of all sales and shipments made by him pursuant to this order. Such records shall be submitted to audit and inspection by duly authorized representatives of the War Production Board.

"(2) On or before March 1, 1942, every manufacturer of domestic mechanical refrigerators and every other person holding new domestic mechanical refrigerators which he cannot ship or sell under the provisions of subparagraph (a) (1)—which limits sales by retailers—shall file with the War Production Board a statement of the number and location of completed new domestic mechanical refrigerators in stock on Feb. 14, 1942, by size and type, together with the number of such refrigerators which he can ship and sell under the provisions of subparagraph (a) (1)."

## Workers Honored At Navy Presentation To Mueller Brass

(Concluded from Page 1, Column 1) peace," Capt. Lofquist said. "The successful completion of that journey will make many demands upon you. That's why I would urge upon you here today an understanding of the fact that this is a beginning—not an end!"

Accepting the award on behalf of the company, Fred L. Riggin, Sr., Mueller Brass Co. president, pledged continued cooperation and support to the government in its war efforts.

"As the arsenal of all the free people of the world, the United States has called upon its industries and their employees to perform miracles of production," he said. "Employees of the Mueller Brass Co. by their loyalty, untiring efforts, and patriotism are giving to the nation an efficient and important cog in the machinery of war production.

"As their co-worker, I am extremely proud of them. It is they who have won these awards. It is they to whom praise must be given. This is their day."

Following the raising of the "E" pennant and the naval ordnance flag, with its crossed Dahlgren guns and anchor, Navy "E" buttons were presented to Mueller employees by Lieut. Commander Robert Velz, of the naval inspection office, Detroit. Acceptance was made by Edward H. Krenke, oldest plant employee in point of service.

Louis A. Weil, editor of the Port Huron "Times Herald," was master of ceremonies, and Mayor George C. Higgins, representing the city of Port Huron, delivered the welcoming address. Congratulatory telegrams were received from Frank Knox, Secretary of the Navy; Rear Adm. W. H. P. Blandy, chief of the Bureau of Naval Ordnance; and Gov. Murray Van Wagoner of Michigan.

The Port Huron "Times Herald" in its issue of Feb. 12 devoted nine pages to an account of Mueller achievements in both war and peacetime production, and to advertisements of congratulation from other local and Michigan firms.

### W.P.B. Asks Substitutes Even on Repair Items

(Concluded from Page 1, Column 1) to a minimum, it was said, and will be limited almost entirely to "essential" fields. In general, those requesting such items will be asked whether they can use substitute materials, and only if they cannot and the need appears vital enough, will the request be granted.

No materials will be allowed for increasing production in civilian industries, and no requests for large pieces of machinery or equipment will be approved, it was said.

## Rainbault Points To Defense Uses As G-E Commercial Dealers' Opportunity

PHILADELPHIA — "While the sales of many of our products to civilians may be curtailed during this emergency, there is a golden opportunity for distributors of air conditioning and commercial refrigeration to secure an adequate volume of business from defense applications," J. P. Rainbault, manager of General Electric's air conditioning and commercial refrigeration department, told distributors here Jan. 28 in the first of a series of meetings now being conducted throughout the country.

### MANY NEW PROBLEMS

"Dealers and distributors willing to work on a new basis will be in a better position to weather the storm," Mr. Rainbault declared. Candidly reviewing the present situation and presenting future plans, he admitted that the manufacturer today faces a multitude of new problems.

"But, on the whole," Mr. Rainbault said, "we are far better off than other manufacturers of durable goods. A large part of our products are used for defense purposes. Water coolers are used not only in civilian offices, but also in defense factories, in powder plants, in shipyards, and even in battleships; condensing units are used for food preservation in camps all over the country; larger sizes are used for air conditioning defense plants; they are used on ships and army headquarters in the tropics; large commercial refriger-

ators are used in Army camps and Navy bases here and abroad; cooling coils and evaporators are needed in many new defense plant installations."

Heating products, Mr. Rainbault admitted, were not in as favorable a situation. But new units, specifically designed for defense housing, were shown at the meeting. These new compact "packaged" oil and gas-fired winter air conditioning units are shipped from the factory completely assembled and wired. They are designed for quick, easy installation in small homes, even those built without basement excavations.

### RESULTS OF RESEARCH

Mr. Rainbault pointed out that these new units were developed as part of a long-time company policy to lower the cost of its products and to reach a broader mass market. "Our policy during the past year," he said, "has been to develop low-priced, packaged merchandise which can be installed and serviced by the average dealer. While we cannot release these items for general civilian use, this development work stood us in very good stead when this emergency arose. We are now in a position to furnish low priced gas and oil furnaces which are acceptable to the U. S. Government Housing Authorities and for which there is a tremendous market yet to be filled."

## Doubt Lifted On Sale of Finished Copper Items

(Concluded from Page 1, Column 1) orders for copper from dealers and orders for copper base alloy and copper products from any brass mill, wire mill, warehouse or foundry must be accepted and filled by them in accordance with Priority Regulation No. 1 as the same shall be amended from time to time except that no such order shall be accepted or filled by any such person which does not bear a preference rating of A-10 or higher."

"In applying this paragraph, a warehouse should note that it is only covered to the extent that its operations come within those of a warehouse as defined by Order M-9-a as amended. That order defines a warehouse as 'any person regularly engaged in the wholesale business who maintains stocks of brass mill or wire mill products and sells or holds the same for sale without change in form.' Thus, paragraph (d) as amended as applied to a warehouse only prohibits the acceptance or filling of a wholesale order for brass mill products or wire mill products not bearing a preference rating of A-10 or higher. Order M-9-a defines 'brass mill products' to mean 'sheets, wire, rod, or tube made from copper or copper base alloy' and 'wire mill products' to mean 'bare or insulated wire for electrical conduction made from copper or copper base alloy.'"



## There's a Bright New World Ahead!

Men are fighting . . . planning . . . working the clock around that tomorrow's world may carry a full measure of LIBERTY for all . . . Freedom to progress, to build for a confident future when men may use the works of their hands for the betterment of a long-suffering humanity, wearied from the weight of oppressors' heels.

Young America! You SHALL have a bright new world! For the brains and brawn, the skill and knowledge of a Nation of Freemen—fighting heart and soul for RIGHT living—cannot be denied the "Fruits of Victory."

We're glad to do our part—24 hours a day—that Refrigeration, charged with preserving food for the health and vigor of a fighting nation, may be DEPENDABLY CONTROLLED to essential peak efficiency for the emergency. We, too, have an eye on "Tomorrow" when a peaceful people will benefit by a continuance of research and development in BETTER Refrigeration . . . to help reconstruct a "New World."

AUTOMATIC PRODUCTS COMPANY  
2400 NORTH THIRTY-SECOND STREET  
MILWAUKEE, WISCONSIN  
Export Dept. 100 Varick St., New York City

... and their jobbers

**AP** **DEPENDABLE**  
Refrigerant Valves

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